A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

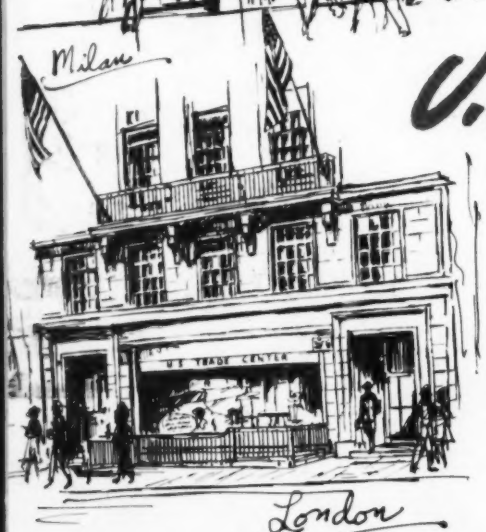
Trade Mission reports from Iraq, Kuwait, Lebanon

June 14, 1965

Milan

Stockholm

U.S. Trade Centers 100th Show



London

Tokyo

Frankfurt

Bangkok

HOTELS—Tokyo and Paris sales offices have been opened by Intercontinental Hotels Corp., each stressing the sales aspect of Intercontinental while Pan American World Airways will continue servicing the bookings and reservations. The Tokyo office is on the lobby floor of the Hotel Okura, the Paris office at 45 Rue de Faubourg-St. Honore.

HOUSING—A licensing arrangement for producing prefabricated homes in South Africa has been completed by Ivon R. Ford, Inc., of McDonough, N. Y., with licensee Steve Laufer of Montreal, Canada, managing director of African Business Corp. for Development, Ltd. (A.B.C.D. Homes, Pty., Ltd.), in cooperation with South African Government officials. A 90,000 sq. ft. plant is under construction at Rossylyn Industrial Park near Johannesburg.

CONSTRUCTION EQUIPMENT—Fruehauf Corp.'s newest division, D-Fab Engineering, has entered the European market with the sale of three Trackmaster backhoe and front-end loader combinations. Purchased by Henry R. Jahn & Son, Inc., exporters, two of the Trackmasters are for the account of D. Chestnut & Co., Ltd., Belfast, Ireland, and the other for Jahn Plant Sales, Ltd., United Kingdom. Of the two destined for Ireland, one was for the Chestnut Co. itself and the other for a public utilities contractor.

EPOXY RESINS—A series of international patent cross-licensing agreements covering epoxy resins has been announced by the Dow Chemical Co. of the United States, Shell Internationale Research Maatschappij N.V. of the Netherlands and CIBA, Ltd., of Switzerland. Under this and earlier agreements between Shell and CIBA, users are free to purchase from any of the three firms epoxy resins patented by any of them. Epoxy resins are used in chemical and weather-resistant coatings, plastic tooling, reinforced plastics, electrical potting and other materials.

HELICOPTERS—New Zealand's Defense Ministry has approved purchase of five general-purpose Iroquois helicopters and six Sioux reconnaissance machines manufactured by the Bell Aircraft Corp., with total cost estimated at £1 million ($2.8 million). The helicopters will be incorporated into a new battlefield support squadron of the Royal New Zealand Air Force.

Business Bulletins

from around the world

AFGHANISTAN—German-owned and operated Afghan Woolen Co. starts production in Kabul with capacity for 50,000 kilos of yarn, 12,000 square meters of simple carpets, 350,000 meters of military cloth, 50,000 meters of suiting material, 100,000 blankets. Plant also has wool washing facilities and looms, spindles for weaving cloth, carpets.

BRUNEI—Second U.S. oil company has applied to Brunei Government for oil exploration concession. If approved, it will be third oil company to operate in Brunei. Another U.S. company recently completed aerial photographic survey of its concession area.

FRANCE—French and British Governments signed aircraft protocol to initiate technical and financial co-operation on joint aeronautic projects. First two projects—supersonic strike trainer and variable geometry fighter.

INDIA—Issuance of import licenses suspended for goods to be purchased with free foreign exchange until end of month. Only exceptions to this ruling are food grains, fertilizers, petroleum, defense items. AID-financed imports will not be affected.

ITALY—ENI, Italian state oil company, sets up sales, distribution network in Cameroun through AGIP, a subsidiary. AGIP also to expand service station net in United Kingdom to nearly 100 by end of 1965.

JAPAN—Bank of Japan announces willingness to make extensive loans with virtually no collateral to securities firms in effort to help stabilize Japanese stock market. Bank's action comes in wake of announcement that Yamaichi Securities, one of Japan's four major securities companies, is facing serious financial difficulties. Yamaichi's difficulties have resulted in further weakening of already declining stock market, a trend that current Government action is designed to halt.

Chemical Construction Corp. (CHEMICO), subsidiary of Electric Bond & Share Co., signs joint cooperation agreement with Mitsubishi Heavy Industries (MHI), Ltd., Tokyo. CHEMICO to be main engineering contractor for all MHI projects, to provide technical know-how under joint venture. MHI to handle all equipment supply, construction, financing.

KOREA—Korean Air Lines shopping for short and medium-range jet aircraft in U.S., which has strong competition from United Kingdom, France. Korean Council of Economic Ministers has given go-ahead for KAL to seek financing for purchase of two jets in order to carry out plans for Seoul-Hong Kong route.

KUWAIT—Kuwait Flour Mills Co. designated sole authorized importer of flour, wheat. Import licenses for these products will no longer be issued to other firms or individuals.

MALAWI—Patrick Murray (Pty.), Ltd., British firm of Durban, South Africa, to erect and construct by July 1966, a $2.8 million sugar factory for Sugar Corporation of Malawi. Factory, which will be located at Nchalo in Southern Region, will have productive capacity of 1500 tons a day, creating employment for approximately 1500 Malawians.

SYRIA—$465,000 budgeted for construction of two milk pasteurizing plants—one in Damascus and one in Aleppo—as result of accord between the Government of the Syrian Arab Republic and UNICEF. Syria to provide land and buildings, and UNICEF up to $550,000 in equipment. Ten percent of milk to be distributed free of charge to mothers with small babies.

ZAMBIA—Chevrolet cars and Vauxhaul trucks to be assembled in new factory to be built at Ndola by Border Motor Co. Capital involved estimated at between $700,000 and $1.4 million. Parts such as frames, seats, batteries to be manufactured locally.

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the cover

Behind attractive facades such as those limned by the artist, a remarkable variety of people and products have come together—often in lasting friendship—at trade shows under the U.S. Trade Center program. The one hundredth show, now in progress at the Frankfurt Trade Center, is discussed in the story on page 29.

International Commerce

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TRADE MISSION REPORTS

Latest trade news from Iraq, Kuwait, Lebanon

U.S. businessmen report on wide variety of opportunities, changing market patterns.

KLAPMEIER

PAFFORD

STEWART

Good prospects in Iraq

New 5-year plan gives priority to agricultural and industry/power development

By A. C. RUTZEN
Mission Director

Prospects for increased trade for the U.S. businessman in Iraq, a Middle Eastern country with a population of 7.5 million people, appear good. The U.S. international trader, however, will have to exercise initiative and explore fully the many possibilities.

The U.S. Trade Mission carried on its activities in Iraq April 17-28. A Business Information Center, for use by the Mission members in conferring with Iraq businessmen, was established in a relatively new building on a principal and traffic-loaded Baghdad street.

Members of the Mission also visited the important cities of Mosul in the north, and Basra—Iraq's only seaport—in the south.

Five-year plan

The new five-year development plan for Iraq, covering the period April 1, 1965, through March 31, 1970, is in its final stage of approval and a publication of full details should be available about June 15 this year. The purpose of the plan is to raise annual growth rate of the country's gross national product by 8% and per capita income by 6%. The plan, it is hoped, will develop an annual growth rate in agriculture of 7.5%, in industry of 12% and social services (housing), 8%.

The plan calls for expenditure by the Iraqi Government of the equivalent of about $2,296 million in the next five years—78% by the public (Government) sector and 22% by the private sector. In the public sector, $1,571 million (a little more than $314 million a year, compared with an annual average of $145 million during the last five years) will be disbursed by the central Government. More than $57 million will be disbursed by the nationalized enterprises through the Economic Organization and other Iraqi Government agencies.

Top priority will be given to the agriculture and industry/power sectors—agriculture receiving $398 million and industry/power, $440 million. Transportation/communications will receive $254 million and housing, $305 million. The remaining expenditures will cover international obligations and productive enterprises under the Ministry of Finance.

The new five-year plan calls for completion of industrial projects undertaken during the previous plan but not yet completed. The financing of these not-yet-completed projects will be on an annual basis against the new five year budget.

Private sector development

The plan calls for an expenditure of $504 million by the private sector, as follows: construction, principally housing, $392 million; small industry, $14 million; agriculture, $28 million; other services $11-14 million.

The Ministry of Industry, the Iraqi Federation of Industries, the Ministry of Finance, and a group of experts are represented on a committee for private industrial development guidance.

The President of the Iraq Economic Establishment emphasized that—except for the provisions of the Land Reform Act of 1958—Iraq intends to maintain agriculture in the private sector for some time to come.

Manufacture

At this time, 75% of the paid up capital of manufacturing establishments in Iraq is in the public or Government sector. With construction of more Government-owned factories and plants the public sector should constitute about 95% of all industry in Iraq within the next five years. Reportedly, no new industrial firms will be nationalized beyond those now nationalized. With public growth moving at a more rapid pace than private growth in the next five years, however, the proportion of industry under public control should and probably will increase.

Trade, investment

About 55% of Iraq's trade is now in the public sector but it is the Government's intention to increase this percentage to about 90% in the next year. Those with import licenses will be permitted to import and sell the product of their import but eventually all imports will be taken over by the General Establishment

Just back from Iraq, Kuwait, and Lebanon, several U.S. businessmen are eager to tell others about the prospective markets in these Middle East countries.

A U.S. Trade Expansion Mission, sent out by the Commerce Department's Bureau of International Commerce, uncovered opportunities for sales of U.S. products and services in each of the countries visited. The Mission members, appraising some 300 individual interviews, report a lively interest throughout the area. The group brought back about 250 specific offers for consideration by U.S. businessmen.

Arriving in Baghdad on April 17, the mission also visited Basra and Mosul in Iraq, spent several days in Kuwait, and concluded its activities in Beirut, Lebanon, on May 14. In or near the five cities, the members toured 49 plants.

This was the first visit of a U.S. Trade Mission to any of these countries. The Kuwait Chamber of Commerce and Industry pointed out that it was also the first foreign Government trade delegation in Kuwait to emphasize interest in talking with individual businesmen rather than Government officials only.

Arthur C. Rutzen, Mission Director, and each of the five businessmen members, have written reports for each country visited. The reports are presented on this and following pages.

Many of the specific leads brought back by the Mission are listed in this issue of *International Commerce*—some as interview summaries immediately following the Mission reports, others in the World Trade and Investment Opportunities sections.

Robert C. Coakley, Chief of the Trade Opportunities Staff of the Commerce Department, served as the Mission's Trade Development Officer.

TRADE DEVELOPMENT Officer Robert C. Coakley discusses business proposals with Iraqi industrialists.

for Trade companies. It appears that wholesaling and retail operations will remain largely in the private sector, but not exclusively. The Economic Establishment plans to set up a government contracting company, because of the lack of contractors for the construction jobs available. Foreign contractors do fill part of the gap.

The cement industry is to be in the public sector only. The brick industry will remain public and private.

A contract calling for royalty payments can be negotiated with the Economic Establishment companies. The Government is willing to pay royalties on a negotiated basis but with maximums established.

While the Government of Iraq welcomes foreign participation in the country's economic development program, it approves foreign investment projects on a selective basis. There is no U.S. Investment Guarantee Agreement with Iraq at present. Private industries may accept up to 40% foreign investment participation but 60% must be owned by Iraqi or other Arab nationals.

Import regulations

All imports are subject to quota allocations and individual import licensing on the basis of essentiality and estimated market demands. Capital goods and raw materials for the country's economic development along with basic foodstuffs and other essential consumer goods are subjected to minimal restraints and generally are either exempt from import duty or carry low duty rates.

The tariff policy supplements the quota system through the assessment of higher duty rates to limit the market demand for less essential goods. Imports of goods produced locally in sufficient quantity to meet domestic requirements generally are prohibited in order to protect domestic industry. Higher import duties serve to protect other domestic industries whose production does not meet the country's requirements.

The Government of Iraq exercises a monopoly over imports of tea, sugar, tomato paste, pharmaceuticals, non-industrial chemicals, baby foods and milk, automotive vehicles, automotive spare parts, tires and tubes and batteries. The Government is also the only importer of rice.

Iraq has concluded trade agreements with twenty-four countries. The primary purpose of these agreements is to stimulate export of dates, Iraq's primary export aside from petroleum. The date industry alone employs about one million Iraqis.

Insurance for all imported goods must be purchased in Iraq, hence price quotations are usually offered on a c. & f. basis.

Commercial samples valued up to $28 may be shipped to Iraq without an import license.

Competition for business in Iraq is keen and stems principally from European and Japanese companies. There is some competition from the USSR and satellite countries.

Banking facilities

All banks in Iraq have been nationalized. Presently, they are being merged into five banks. The largest is the Rafidain Bank, which allegedly conducts about 60% of the business.

A letter of credit is opened by banks only after an import license has been issued. The down-payment usually varies between 10% and 50% depending on the financial strength of the customer, his business reputation, fulfillment of his previous obligations, his business activities, and annual imports and sales. In general, the down-payment varies between 20% and 25%.

Nationalized banks study the status of their customers who ask for banking facilities and submit a report to the General Establishment for Banking. It is this Establishment which decides what facilities should be given to businessmen. The banks do make suggestions. The down-payment is usually high for perishable goods and all living animals. In such instances it might be 100%. The final payment is made after the shipping documents are received by the bank from the supplier and are obtained by the customer. The rate is 6.5% (6% interest and 0.5% commission).

Although U.S. suppliers are upset by disruption of long-standing trading relationships with private Iraqi companies, the market is still there and can be expanded considerably. The Government's ambitious development program opens many new areas. Opportunities for more U.S. exporters to sell to the trading monopolies and the nationalized factories appear promising as they look for more sources of supply.

Development of the following industries by the Government in the immediate future will present many good opportunities for U.S. trade: chemicals, fertilizer, petrochemicals, steel, textiles, sugar, glass and ceramics, electrification network, hydroelectric projects, and the Eski Mosul dam.

This Trade Mission is unanimous in its conclusion that additional business is here for the U.S. businessman if he can operate through a trading partner. Trade can be negotiated with Government officials, Director Generals of Government plants, a combination of public and private individuals or just private individuals.

It is recommended that the U.S. businessman explore fully the many opportunities and possibilities in Iraq now. Such opportunities should become greater in the future.

the author

Arthur C. Rutzen, director of the U.S. Department of Commerce Field Office in New York City, has had extensive experience in counseling and assisting international traders. Formerly, Rutzen was director of international operations for the Wurlitzer Co. of North Tonawanda, N.Y.

He is a graduate of Fordham University and a member of the New York State Bar.

Development programs in Iraq strengthen trade opportunities, alter business, market patterns

Some purchases through private sector, others by Government; U.S. suppliers need to keep abreast of changing policies

By ELMER W. KLAPMEIER
Klapmeier Industries, Mora, Minn.

Iraq offers the U.S. businessman an unusual opportunity to do business in a wide range of products.

In many ways it can be considered a new frontier, with the need and desire for products and services of U.S. businessmen. It also presents a challenge because of changing Government policies.

Iraq, as a country of 7½ million people having a per capita income of about $200 annually, does not represent a true picture of present business possibilities. Nationalization by the Government last July of 30 principal companies together with all banks and insurance firms has changed the business complexion and the markets.

Oil plays a key role in the country's economy, providing sufficient revenue for an ambitious development program. Incorporated in the Government plans for development are projects from agriculture to manufacturing expansion, and from imports to distribution and marketing. Projected annual outlay for these development programs is estimated at $315 million. The Government will spend about 78% of this total and the private sector the remainder.

The U.S. businessman, to secure his share of this market, must keep abreast with the continually changing policies. Today the customer may be in the private sector and next month the same commodity will be purchased by the public sector, or Government.

Agrarian reform

There is every indication that Iraq is determined to raise its living standards. Through the agrarian reform program, new areas will be put into production by dam construction and irrigation projects. New agricultural products such as sugar cane are being introduced. Soil is being fertilized to enhance yields. Studies are being conducted to improve production in dairy products and meats.

Indications of the quickening pace of purchasing as a result of these ambitious programs are confirmed by increased exports from the United States to Iraq (in 1964, $56 million—some $24 million more than in 1963).

Export of U.S. equipment for the agricultural industry covers a wide range of opportunities. The Ministry of Agrarian Reform embarked on a resettlement program several years ago. A short distance from Baghdad, a large area of land was transformed into a dairy industry settlement. Several hundred living quarters incorporating herd yards and shelters for the milking of buffalos are laid out in blocks. New school facilities and a veterinary clinic are on a part of the project.

Individual herdsmen carry milk to a conveniently located receiving station. To date 35,000 buffalo have been distributed into small units in this area. In some instances, the plot of land and unit facility were given to families of low standard of living from Baghdad. Milk is transported from receiving station to processing plant nearby to be sterilized and bottled for human consumption.

Forage for feed is produced by the Ministry and sold to the dairy herdsmen at fixed prices. It is estimated that the number of buffalo will be doubled in the next few years.

Other changes

The transition from primitive methods of a few years ago indicates only one phase of the changes taking place. Tractors are replacing the one-donkey operation. Combines have replaced the scythe in the grain producing areas to the north. Sugar beet production is increasing rapidly and a market for seeding and harvesting equipment is on the "wanted" list. At the end of 1963 the Ministry of Agrarian Reform owned 467 tractors, 219 combines and 27 bulldozers.

Favorable climate

The chance for U.S. businessmen to capture a larger share of this growing market is extremely favorable for these reasons:

- The interest manifested in U.S. products through interviews with private businessmen and Government officials indicated a preference for U.S. products in most instances.
- A surprisingly large number of private businessmen and Government officials are graduates of U.S. colleges and universities.
- Iraqi firms are interested in the experience and know-how of the U.S. business community and the technical help they are capable of furnishing.

Why, then, are most manufacturing plants and industries equipped from Euro-

Market Profile—Iraq

Government: Republic, headed by a President and a cabinet empowered to rule by decree. Government favors accelerated agrarian reform and economic development schemes of some magnitude.

Area: 171,600 square miles, slightly larger than California.

Climate: Arid in the desert southwest and west of the Euphrates River; tropical in fertile plains adjacent to the rivers; temperate in mountains of the north and east.

Population: 7.5 million in 1964; increasing at an annual rate of 2.5%. By ethnic composition, Arabs 75%, Kurds 20%. Official and dominant language, Arabic; English is second language of business, Government.

Financial situation: Surplus trend in recent years, because of increased oil revenues and good agricultural crops. Gold and foreign exchange reserves totaled $269.1 million at end of 1964. Oil revenue, $353.1 million in 1964.

Exchange rate: 1 Iraqi dinar = $2.80.

Foreign trade: Total (in $ millions, 1963)—imports, $319; exports, $772. With U.S. (in $ millions, 1964)—imports, $56; exports, $8.

pean sources? Inquiry reveals that with the exception of some of our larger international companies, the U.S. businessman has neglected to capitalize on this potential market.

Personal selling has for the most part been neglected. The market has not been pursued with vigor. Prices quoted were higher with little effort to point out our high quality and superiority. Service and repair parts were not delivered promptly. Example: A hosiery plant originally purchased U.S. equipment. Repair parts required were delivered six to seven months after the order was placed. Air express required two to three months. In 1957 this plant purchased 40 new machines from a European company. Repair parts orders for this equipment were delivered in two to three weeks.

Some requests for quotations were either not answered in reasonable time or ignored entirely.

Iraq presents to the U.S. businessman the opportunity to sell products and equipment in increasing quantities in the days and years ahead. Iraq's increased earning power through greater exports of principally oil, dates and wool provides the economic stability to finance these rapidly expanding programs.

Competition is keen but the factors that contribute to a good business relationship are there if the U.S. businessmen will accept the challenge by trying to understand the market, Government policies, and necessary services. The U.S. businessman who penetrates this market now by aggressive selling will establish an outlet for U.S. commodities that should continue to expand for many years.

the author

E. W. Klapmeier is the former vice president, International Operation, Dairy and Buflovak Equipment Division of the Blaw-Knox Co. Formerly he was engaged in production and sale of pulverizing pneumatic conveying systems, roller dryers, milk preheaters and evaporator units. He secured the first patent license on a basic instantizer unit and introduced it in the world market.

In 1955, Klapmeier organized an independent company, since incorporated as Klapmeier Industries, developing and manufacturing houseboats, pontoon boats and other sporting specialties. He is also vice president and board member of Balko, Inc., manufacturers of boat trailers.

Consulting engineering services, construction materials needed for Iraq development projects

Modern structures and business practices alert visitor to rapid progress; building industry not nationalized

By ABNER H. BEARD, JR.
Palmer & Baker Engineers, Inc., Mobile, Ala.

Iraq is a country visibly emerging from the past. Old traditions and customs of an ancient culture are changing rapidly to catch up with the present.

Today in Iraq one can see modern buildings and structures that compare favorably with any in the world. Social and business practices are similar to those in the United States or Europe. University education in the United States is preferred; England is a close competitor.

Much yet remains to be done in Iraq, but when one is reminded of how much has already been accomplished in a relatively short period, it is apparent that the march of progress is on the way and will not be stopped.

Oil is to a large degree making this progress possible. This resource has provided wealth to a country which otherwise has somewhat limited resources. Yet, oil alone is not accomplishing all this. Government officials know what they want and are systematically setting forth to bring their country up to the twentieth century as rapidly as possible.

Projects underway

Opportunities in the consulting engineering and construction fields are unlimited for those who can adapt and are willing to compete. At present, many public works projects and some industrial work are either under contract for study or under construction.

Among these projects are large dams for power and irrigation, land reclamation, rayon yarn factory, paper mill, sulfur factory, chemical fertilizer factory, pipe line project, grease plant, roads and bridges, airport work, sea port, telecommunications, housing, hospitals, new university, water supply and sewerage projects. More than $100 million worth of work is under contract at present.

To consulting engineers, the projects now under way are interesting but provide little business except in the sense that progress creates more progress. One development project usually creates a demand for a complementary project. From the constructor's viewpoint, many projects are now on the boards, either open for bidding or almost ready for bids. Firms interested in this country should maintain liaison with sources of information.

Need materials, equipment

There is opportunity for construction equipment and materials companies in Iraq. Almost any kind of building product is in demand, not only for projects under Government control, but in the private sector as well. Almost no building materials with the exception of cement and bricks are produced in Iraq, and therefore must be imported.

Soon, a five-year development plan for the entire country will be published in detail. This program will be coordinated with work now in progress. The program will be a comprehensive plan with provision for public works, industrial development and private investment. Included will be highways and bridges, power and irrigation, land reclamation, potable water supplies and sewerage facilities, housing, telecommunications, and agricultural projects. Financing for the program is fairly well assured from their own resources and with some help contemplated from the World Bank, Export-Import Bank and possibly some private banks.

The field for consulting engineers and constructors in Iraq is a good one, but there are problems and disadvantages which should not be minimized. Until recently, Iraq has been served largely by Europeans. Many Continental firms, well entrenched in Iraq, have personnel that know the methods and customs of working there. Many U.S. companies are not able to adapt and therefore are unable to be competitive.

All construction is let by competitive bid as required by law. U.S. firms must

compete with companies from Europe and Japan. Selection for a construction contract is generally, but not necessarily, by low bid.

Consulting engineers are selected by their special qualifications for the work to be performed. They are not required to compete on a price basis, but in practice, price becomes very important. The Iraqi agencies all stated that price does not govern their selection of consulting engineers and at the same time stated that services and equipment from the United States are priced too high, although preferable in quality to those from other countries.

There is a substantial desire among the Iraqi agencies for more U.S. firms to enter into the competition for construction contracts. Qualified contractors for the larger projects are in short supply. Many of the public officials have been educated and trained in the United States and prefer to work with U.S. companies. Joint ventures with Iraqi construction companies are desired to provide training in efficient construction methods.

The program for nationalizing the various phases of industry and businesses should be mentioned as a possible disadvantage to working in Iraq. Much of private industry, as well as purchase and supply of imported equipment and goods, has already been nationalized. Equipment and materials for use on Government projects will be exempt from being supplied through Government sources. The construction industry will not be nationalized for the present.

The shortage of skilled labor in Iraq creates a serious problem. Imported labor is not entirely welcome and is quite costly. Having to import skilled labor quite often prices a company out of the competition.

The shortage of skilled technicians also applies to the engineering profession. Technical people with experience are in demand. Nearly all the Government agencies are seeking men from the United States to assist them in advisory capacities.

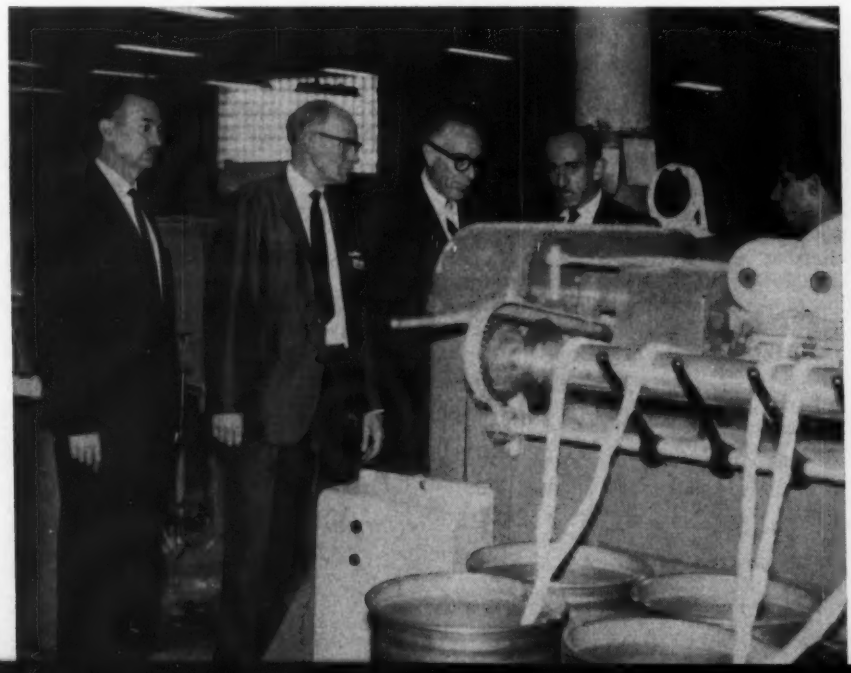
There is a tendency away from the use of consulting engineering services as rapidly as the governmental agencies can develop their own staffs. Consulting engineers continue to be retained for the large projects and the need for consultants is not expected to be materially reduced in the immediate future.

In summary, opportunities are present in Iraq in engineering and construction. Representatives of firms must travel to Iraq and learn to know the country, its customs and methods of doing business. It is good business and awaiting someone to come and get it. But one word of caution: Don't be misled into thinking that you will be dealing with uninformed businessmen and officials. On the contrary, you will encounter some of the most astute businessmen in the world.

the author

Abner H. Beard, Jr., vice president, Palmer & Baker Engineers, Inc., is responsible for the international operations of this Mobile, Ala., firm. He received his civil engineering degree from the University of Missouri and completed a special course in sanitary engineering at Vanderbilt University. He has served as chief civil engineer for a sugar refinery in Puerto Rico.

IN MOSUL, IRAQ, two mission members are conducted through a cotton textile factory in operation.



Iraq market potential for U.S. automotive products is good

Special conditions, methods of operation must be kept in mind

By WALTON H. STEWART
H. H. Stewart Auto Parts Co., Dallas, Tex.

The automotive industry in Iraq today is a nationalized industry in all respects.

The market potential for U.S. made cars, trucks, buses, and tractors is good, but must be considered with regard for special market conditions and methods of operation which now exist in Iraq.

A supplier must be aware that all things in the automotive field must pass through the Government agencies established to handle the specific item he wishes to sell. For example, the Iraq Import & Distribution Co. (nationalized) has under its direction the purchase of all passenger car units, trucks and all forms of replacement parts. The African-Iraqi Trading Co. (also nationalized) is the sole importer of tires, tubes and batteries. Within the organization of these companies almost the entire automotive buying power of Iraq is concentrated.

Chief buyers

Iraq Import & Distribution Co. buys automotive equipment and parts for all requirements of the Government (public sector) except for Ministry of Defense and Passenger Transport Services. In addition, the company serves as the buying office agent for all replacement parts to be distributed to the firms engaged in wholesale-retail selling to the private sector.

A rather large group of jobbers-retailers are engaged in the parts business, much as in the United States. Market acceptance of U.S.-made cars and trucks has been good in Iraq and appears to continue even in contrast to the heavy competition of European models. For this reason, one finds good demand for U.S.-made replacement parts to service U.S.-made cars.

The Ministry of Defense purchases all items for military use, and under this office falls the responsibility for direct purchase of automotive equipment and parts for the service of military equipment. Most items of large dollar volume are placed on tender for competitive bids.

However, some spot buying of smaller units is transacted directly. Copies of tenders covering automotive items are promptly forwarded by the U.S. Embassy to the Dept. of Commerce in Washington or may be obtained on direct application to the Ministry of Defense.

The Administration for Distribution of Oil Products, a division of the Government's Ministry of Oil, purchases all items related to service station operation. The sale of service station equipment and certain equipment for use in the oil fields is conducted through this office. Again, tenders are issued for such items and may be obtained upon application.

As most automotive items are of a highly technical nature with specific applications, it would appear most vital that any manufacturer wishing to have a share in this market should make direct mailings of catalog information to the various Government offices concerned with the purchase of his product.

Highways planned

Transportation will play an important part in the future growth of Iraq. Much highway construction is included in the new five-year plan soon to be released. The demand for transportation in general appears to be far beyond the available facility. It would seem wise for U.S. firms to take a closer look at this market with specific plans toward profitable sales.

The Government has made it clear that lines will not be purchased for Government use through sales commission agents based in Iraq. Direct factory relations must be established with Iraq Import & Distribution Co. and the African-Iraqi Trading Co.

A number of local firms have expressed interest in license agreement for manufacture of U.S. products. This interest runs from simple assembly of components to actual basic manufacture of more complex items.

The quality of U.S.-made goods is respected in Iraq. Many U.S.-made automotive items enjoy good brand name acceptance.

the author

Walton H. Stewart is president of the H. H. Stewart Co., of Dallas, Tex., supplier of automotive parts and equipment for cars, trucks and tractors, garage machinery, and industrial equipment for small plants and shop service. He is also president of the Stewart Warehouse and Distributing Co.

Iraq's cities offer volume market for U.S. consumer merchandise

Rapid economic development expected to raise per capita income by 25 to 30% in next 5 years; U.S. goods popular

By CHARLES E. SNELL
Norm Thompson Co., Portland, Ore.

Iraq offers U.S. manufacturers a profitable volume market for consumer goods in the medium to lower price categories.

The consumer in Iraq likes the American label, the American quality and American workmanship and style; and with the gradual rise in prices from the European suppliers, American prices are becoming more and more competitive to the Iraqi buyers.

Iraq is a rapidly developing country economically. Because of the great push on the part of the Government for economic development it is estimated that within five years the per capita income will increase 25 to 30%. Therefore, now is the time for the U.S. sources of supply to become established in this growing market by appointing agents, distributors and licensees, in order to be firmly entrenched as the demand develops for more and more consumer merchandise.

The country's financial situation since 1962 has improved substantially because of increased exports of agricultural products—wool, barley and dates—and oil.

Transportation

Railways are the most important means of transportation connecting the four major cities—Baghdad, Mosul, Basra and Kirkuk. Of 13,000 miles of roads, one third are paved; however, the Government plans major expenditures for paved roads in the next five years.

Iraq had about 76,000 automobiles in 1962 and reportedly the number has increased rapidly since that time.

Basra, the only seaport, is the main port of entry for heavy goods. Beirut, a free port, in Lebanon, is used for lighter merchandise such as consumer goods. Although Basra is not a free port at present, the Government is planning to make it one. Iraqi buyers want goods figured c. & f. either Basra or Beirut. Insurance companies are State-owned and insurance is carried by the buyer.

International airlines serve Baghdad and the Iraqi Airways serves internal needs.

As of 1964, there were 59,000 telephones. The telephone system is Government-owned. The Government plans to install direct dialing throughout and greatly increase the coverage.

There are 880,000 radios in use as of 1963 and the demand continues strong. The television set volume also is growing rapidly and should continue to accelerate, as more broadcasting stations are planned. At present, there is one broadcasting station in Baghdad, another being completed in Basra, and still another planned for Mosul. Major suppliers are the Federal Republic of Germany, the Netherlands, United Kingdom, United States and Japan.

General Electric, Westinghouse and RCA appliances are much in evidence and their quality and performance are highly regarded. Voltages are 220 volts and 50 cycles and products must be so equipped.

Continuing demand

With the prospect of a rapid increase in the standard of living during the next five years, a growing demand for all types of appliances and electronics and do-it-yourself hardware and handtools will continue.

Iraq's production of dry goods and clothing is insufficient to supply the country's demand. Importers of dry goods and clothing like all other importers must obtain licenses from the Government before they can bring any merchandise into Iraq.

Most dry goods and clothing are distributed by local representatives of various foreign suppliers. Most of these representatives are in Baghdad and generally have and want exclusive franchises covering Iraq. Some merchants in the principal cities import directly from abroad for sale in their own stores.

Italy, Syria and Hungary are major suppliers of rayon piece goods and other synthetic fabrics. Woolen textiles are supplied mainly by the U.K., Italy and Czechoslovakia. Cotton textiles are supplied by Czechoslovakia, Communist China, USSR, Hungary and the German Federal Republic.

Readymade outerwear comes from U.K., Lebanon, Hong Kong, United States, and Germany. Underwear: Japan, United States and Germany. Hosiery (men's) is State-controlled; imports are prohibited. However, this sector of the industry is a large importer of all types of yarns.

Women's hosiery can be imported under certain conditions. Principal suppliers are Italy, Lebanon, Germany and Japan.

Retail distribution

The Souks carry on a bazaar type of selling which accounts for a substantial volume of retail trade in very low priced consumer goods. These merchants are supplied by agents, private importers, Government importers and wholesalers. A great deal of Chinese and Russian made merchandise was in evidence: From China, mainly cotton and synthetic piece goods and from Russia, housewares made of tin.

Specialty shops are plentiful and account for another large segment of consumer goods' sales. They are as varied as in the United States. Salesmen and saleswomen are paid a salary plus a commission. In the better shops a great deal of U.S. merchandise is on display. The main competitors of the United States are: In men's and women's shoes, Italy, Germany, Switzerland and France; men's clothing, Germany, England and Italy; and women's outer apparel, Italy, France, Germany.

Women's and children's clothes create a major demand for piece goods, hence many shops sell piece goods exclusively. Because of the climate there is a great interest in all blends—synthetics and wash and wear fabrics. Interest was shown in U.S. business proposals for all types of fabrics.

Sizes for apparel, measurements for fabrics, or directions for use of appliances or electronics can be in English without causing any difficulty as English is widely spoken and understood. Parts for mechanical equipment must be provided and can be stored in the free port at Beirut until needed.

Appliance stores are numerous. Several U.S. lines are represented. Strong competitors are Dutch, German, Italian and English companies.

Department stores

The two largest department stores are the Iraq Stores Co., recently nationalized, and N. A. Hasso & Co., privately owned. Hasso Marketing also is a large department store.

The Iraq Stores Co., formerly known as Orosdi-Back, employs about 500 people, has branches in Basra and Kirkuk, and is planning to open others. It maintains a New York buying office connection, imports directly and also acts as agent for various lines of merchandise from around the world. As a Government-owned company, it has less difficulty getting import licenses and financing than some of its competitors. Where suitable, its display was mainly open shelf selection. Purchases are paid for and wrapped at check-out stands. Thirty-day accounts and installment credit up to two years are available.

N. A. Hasso & Co. is privately owned with branches in Basra, Mosul and Kirkuk. Both Hasso and Iraq Stores also sell at wholesale to other merchants throughout Iraq, through representatives.

The traditional markups are lower than those in U.S. stores. Thus one sees little newspaper, radio or television advertising and no major store-wide sales; however, seasonal clearances are run.

U.S. manufacturers can do business with Government agencies and with private companies.

Because the Government has a monopoly on certain sectors and because some consumer goods—such as men's shirts, men's hosiery, toilet soap (by private companies)—cannot be imported, it is important to appoint agents qualified to deal with both the Government and the private sectors.

The Mission noted that in this market Japanese merchandise is not imported to the extent that it is in many others.

How to sell more

To sell more goods in Iraq:

Plan to visit the nearest Department of Commerce Field Office to discuss the items you want to sell. If possible, your representative should visit the market to appraise and compare your product with foreign competition.

Consider selling your product through an Iraqi agent; they are diligent and dependable. Use the Department of Commerce to make this contact.

Investigate the services offered by freight forwarders and other companies in export trade. Firms are equipped to perform a variety of paperwork and other services at modest cost.

Investigate the Foreign Credit Insurance Association plan for export credit insurance.

Carefully consider your price structure before quoting and make comparisons with the prices of European and oriental composition.

Make electrical appliances adaptable to Iraqi voltages.

the author

Charles E. Snell directs the operation of the Norm Thompson Co., Portland, Ore., firm specializing in men's and women's apparel, sports and leisure merchandise. He is also general manager of Parma Inc., public relations, marketing and advertising firm. He has wide experience in the consumer goods field and in the direction of single and multistore buying and sales promotion.

Offer generally conservative fashions and patterns. Sharp, extreme styles are not acceptable as a rule.

Answer inquiries promptly.

Stress "Made in U.S.A."

Stress the "Made in U.S.A." angle. The Mission found repeated evidence of the Iraqi consumers' desire to modernize their homes and generally improve their standard of living, in part a result of the influence of U.S. movies which are quite popular. The U.S. label carries an endorsement of quality and good taste.

Be realistic about the size of the market and show interest in the small and medium-size distributor. Specialty shops often buy in modest quantities, mainly through agents who generally represent several types of merchandise as well as several different suppliers.

Arrange with local service companies to service or replace parts. Such service could be provided by using free zones or free ports. Needed parts can keep expensive equipment idle.

Be willing to enter into long-term agency contracts with Iraqi importers, so that they can provide for adequate financing and capital investments. Six months, for example, is insufficient. Such contracts should be made valid for at least 3 years.

Undertake local training programs in Iraq, including both sales and service for certain U.S. products.

Be realistic with terms. To date, most U.S. exporters have been too rigid on their payment requirements, which often present major obstacles to establishment of satisfactory business relations with Iraqi firms. Most exporters in competing countries now accept payments within periods ranging from 60 to 120 days after receipt of goods. Iraqi agents, the Mission found, are proud of their business judgment and ability to pay. Credit information is easily accessible through World Trade Directory reports, for sale at $1 each by the Commerce Department's Bureau of International Commerce, Washington, D.C., 20230.

IN IRAQ

Chemical industry growing

Materials needed for development of agriculture and variety of industries

By PHIL T. PAFFORD
Chemical marketing research consultant, Evanston, Ill.

The Iraqi chemical industry has ambitious goals, significant materials requirements and no domestic sources of supply. Self-sufficiency in even a few materials lies years away.

Alert and dynamic firms in the chemical field can participate in this growing market on a very profitable basis.

The industry is composed of three principal areas of interest to U.S. firms. These areas, in order of importance under present economic conditions in Iraq, are: Agricultural chemicals, industrial chemicals, and pharmaceutics.

Iraq is predominantly an agricultural country. It is estimated that 55% of the population lives on the farmland. Yet, with present methods the farmers cannot provide sufficient food for themselves and the other 45% which resides in the urban or suburban areas. Some food must be imported.

The country has about 14.9 million acres which are potentially arable. At present, only 6.2 million acres are cultivated, and only about half of those are cultivated in any one year.

The principal crop of Iraq is dates. Annual production is about 300,000 to 450,000 tons. Other important crops include wheat, barley, rice, sugar beets, vegetables, fruits and tobacco. The Hawaiian Agronomics International (HAI) recently signed a contract for the management and development of a sugar cane plantation and factory-refinery in the southern Province of Amara.

The United States is the largest importer of Iraqi dates in dollar volume, normal importation being about 14,000 to 15,000 tons. In 1964, however, the United States only purchased 9,500 tons, as there was a shortage of top quality dates to which U.S. imports are confined.

Fertilizers not widespread

Fertilization practices are not well advanced. The more progressive farmers apply fertilizers, but on a hit-and-miss pattern. In the vegetable areas of the north all three plant nutrients are consumed, although the soils of Iraq are rich in potash. Some potassium oxide is applied to the intensively cultivated vegetable plots. In the south only nitrogen and phosphate are required, principally in the rice areas.

In the north the grade applied almost exclusively is 15-15-15; a small amount of 15-15-12 is used. In the south the principal grade of mixed fertilizer is 15-15-0, confined to rice. Citrus fruits are fertilized with ammonium sulfate (21% N) and ammonium nitrate sulfate (26% N). Date producers still rely wholly upon manure.

Loss of nitrogen from the soil is exceptionally high.

Iraq's fertilizer importation in 1964 is estimated at about 8,750 metric tons, a small increase over the 8,471 metric tons imported in 1963. Imports for 1966 are projected at 19,600 metric tons.

Pesticide imports in 1964 were valued at $380,680. Projected 1965 import value is $892,570. Purchases will continue to increase as more land is placed under cultivation. Pests to be controlled include boll weevils on cotton, boring insects on date palms, and a variety of bugs and fungi.

The animal industry, as U.S. animal husbandry experts know it, is in an early stage of development. Dairies maintain for milk large herds of water buffalo which are fed local forage. Sheep and goat raising is carried out on a large scale. The United States imports significant volumes of wool for carpets and hides from these animals.

Poultry is an expanding industry. One Baghdad businessman began seven years ago with the importation of 5,000 chicks; this year he expects to import 250,000, eventually raising this to a million. From 5,000 parent stock he plans to import, he will market 400,000 to 500,000 chicks a year. This presents a unique opportunity for U.S. producers of pre-mixes containing protein sources, minerals and vitamins to supply the Iraq poultry feed industry, which will of necessity develop. Finished

OBSERVING OPENING of crates at a date fumigation plant in Basra, Mission Member Pafford (second from left) chats with plant manager (left). Dates are one of Iraq's principal exports to the United States.

feeds face a prohibitively high import tariff.

The Government of Iraq recognizes that development is necessary in agriculture. Despite the nationalization of many Iraqi industries last year, agriculture has been retained as a part of the private sector. The Government in its new Five-Year Plan intends to stimulate Iraqi agricultural expansion by spending the equivalent of $398 million over the five-year period.

These funds will be used for a new sugar plant for purchase of mechanized equipment to be rented by the Government to farmers and for the poultry industry. In addition, artesian wells will be dug to obtain irrigation water, silos for grain storage will be erected, an animal husbandry department will be established, and extension stations will be opened all over Iraq to teach the farmers the techniques of good farming.

A long-range project is construction of dams for flood control on the Tigris and Euphrates, and an elaborate irrigation system to double the present 6.2 million acres of cultivatable land. A second long-range project is construction in southern Iraq of a fertilizer plant to produce 250,000 to 300,000 tons per year of urea, ammonium sulfate, and ammonium nitrate. The sulfur will be obtained from a Sulfur Extraction Plant being built in Kirkuk by the Ralph M. Parsons Co. of Los Angeles in conjunction with its British partner, Parsons-Powergas. The plant is scheduled for completion in late 1967. The fertilizer plant is expected to be completed in the period 1969-71.

These developments present an excellent opportunity for U.S. firms to supply Iraq's fertilizer requirements, as well as veterinary products and animal and poultry feed ingredients, for several years.

Industrial chemicals

The industrial chemical market in Iraq covers a wide range of chemicals and chemical products. A number of Iraqi companies import industrial chemicals as raw materials or processing agents for industrial and consumer products.

For example, about a half-dozen businessmen operating plastic molding plants are seeking U.S. resins for their operations, for products ranging from buttons to bathtubs.

The Iraqi textile industry, wool, cotton, and rayon, represents a substantial market for dyes and auxiliaries.

The paint industry is seeking solvents, thinners, colors and preservatives for paints for both industrial and trade sales.

Plastic building products have become of high interest among contractors who seek a product superior to baked brick for many types of construction.

Oil additives for industrial lubricants and automotive fuels have become of high interest due to the excessive heat.

The Vegetable Oil Extraction Co. of Baghdad now imports about $10 to $11 million in oils, principally crude vegetable oils, palm oil, peanut oil and sesame seeds and peanut kernels for oil extraction. They have just purchased a trial batch of soybean oil valued at $185,000. If this proves suitable large volumes will be required. Products of the firm are refined fatty acids, tallow, lard, and edible oils. Processing chemicals are additional to their oil requirements.

The C. F. Braun Co. is conducting a feasibility study of petrochemical manufacture at a site near the Basra refinery. If the Government accepts the conclusions and lets tenders for such a complex, Iraq will have local production of ethylene, propylene, polyethylene, polyvinyl, chloride and perhaps other products. Such a complex would be several years reaching production. In the interim, U.S. petrochemical producers can supply desired products. After completion, processing materials would still be required and imported.

Although the industrial chemical market is presently not large by U.S. standards, it is a steadily expanding one in which Iraq will not be self-sufficient in any single product for a number of years. If U.S. chemical producers can offer credit terms to the Iraqi businessmen, a rising source of additional sales exists for them.

ELMER KLAPMEIER visits a dairy farm in Iraq, during the Trade Mission's tour through that country.

The U.S. pharmaceutical industry has been placed in a somewhat difficult situation by two developments in Iraq.

First, the industry has been nationalized. All pharmaceutical imports into Iraq are by Government purchase only.

Second, the Technical Centers formerly operated by drug manufacturers for dissemination of technical information to doctors and hospitals were taken over by the Government last month. The service will be conducted by pharmacists employed by the Government, each being assigned a specific geographical area for which he will be responsible.

A positive effect of this program will be the elimination of drug sales by repackagers who formerly purchased off-spec or over-age products, repackaged them, and sold them in Iraq at a very low price.

The Government now will resell imported drugs to retail druggists to be sold to the public by prescription only, where appropriate, at a small specified markup.

the author

A chemical marketing research consultant from Evanston, Ill., Phil T. Pafford, has had extensive experience with a wide range of industrial chemicals. Before operating his own enterprise, he was manager of marketing research for the Liquid Carbonic Division of the General Dynamics Corp. Earlier he was associated with the Continental Oil Co.

Plenty of buyers in Kuwait

Oil-rich little country gushes with modernity; new, diversified industry sought

By A. C. RUTZEN

Imagine an Eastern potentate dressed in the traditional robes of an Arab shaikh ruling over a modern boom city in the United States and you have Kuwait.

Many people in America never heard of the tiny country at the top of the Persian Gulf. Yet it is the only country in the world with a per capita income higher than ours (about $3,000). Here one finds a city of American-type buildings, American air-conditioned cars, and American products of various descriptions. One also finds British and German cars, Italian shoes, Dior ties, and the most air-conditioned city in the world.

What has caused one of the fastest conversions in history from mud huts to all modern electrical equipment, from illiteracy to modern schools with experienced teachers, all within the short space of about 19 years, is twofold: a fantastic treasure and a unique man.

The treasure, the man

The treasure is oil, and Kuwait is rich in it. The country is the second largest oil exporter in the world, the fourth oil-producing country in the world, first oil producer in Arab (Middle Eastern) countries, and the first in oil reserves. Last year it earned nearly $600 million from its oil.

The man is the Amir of Kuwait, 72-year-old Abdullah al Salem of the Al Sabah dynasty that has ruled Kuwait since 1756. He became ruler in 1952. The country became independent in 1961. The first National Assembly, elected January 23, 1963, was composed of 50 freely elected members serving for four years.

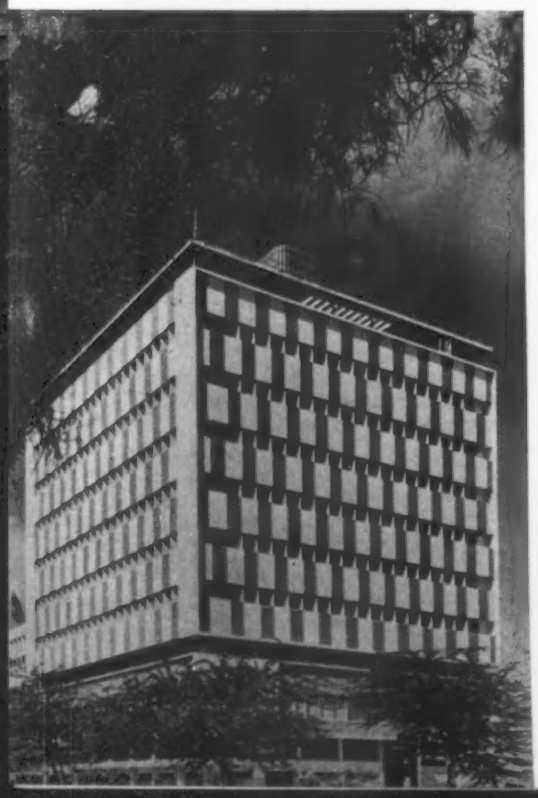
The Amir has limited his own powers and income. He can veto bills passed by the freely elected parliament but cannot veto if the same bill is again introduced in the next session of parliament. He has been described as "the wise, philantropic, benign Amir" who will have a unique place in Arab history. He and the legislature have worked to abolish poverty in Kuwait. There are no charges whatever, even for visiting foreigners, for doctors, nurses or medical care. Only for a bed in one of the up-to-date, super new hospitals is there a $1.50 per day charge.

Schools and school transportation are free.

Kuwaiti young men are sent abroad to colleges and universities. About 300 of the 900 presently abroad are at American colleges with the Kuwait Government paying their tuition and other expenses.

Today Kuwaiti girls are taught everything from English literature to pre-medical classes at their first-rate high schools where Arabic and English are required and where there is one teacher for each 12 students. The day is near when a Kuwait woman will enjoy relatively high executive posts in business.

MINISTRY OF FINANCE, Industry and Commerce building is typical of modern structures in Kuwait.



Establishing a business

The Kuwait Government is strongly pursuing a policy of diversified economic growth for its estimated 400,000 people (a census of population is underway). The economy of Kuwait is dependent on oil which comprises about 94% of the Government's present revenue. There is virtually no agricultural sector. Most vegetables, fruits and foodstuffs are imported.

Some day the agricultural sector could develop as a result of the agreement concluded between Iraq and Kuwait for supply of 120 million gallons of water per day from Iraq. This water will come either by pipes or by canal.

The industrial sector, also virtually non-existent, contributes perhaps up to 3% of the national income. Most industries depend on construction and building such as those covering asbestos products, tiles and ironworks. Others include natural gas bottling, steel pipes, furniture, prefabricated houses, flour mills, ice and ice cream, animal fodders, fisheries, soft drinks, chipboard, dairy products and fertilizers. Petrochemical industries appear promising in Kuwait.

The new Shuaiba Industrial Development Complex which will utilize Government-supplied electric power and converted sea water and power in the form of natural gas of the Kuwait Oil Company's surplus is under construction and development. They are seeking new industries for this industrial park.

Diversified industry

The Government is determined to bring diversified industry to Kuwait to lessen its almost total dependence on imports for manufactured and processed goods. Under the National Industries Law the Government will issue permits to 51% Kuwaiti-owned firms wishing to commence manufacturing here. Extremely low (3%) Government loans and low-rent industrial sites will be available to offset high labor costs and heavy freight charges on raw materials.

Interest is high in production of a wide range of items, including tires and tubes, batteries, glass bottles, wire and cable, aluminum products—such as doors, windows, jalousies, pots and pans—pumps, paints and matches. Light industries have a strong appeal and it appears that consumer industries are best suited because of their adaptability to automation.

The new industries should offer marketing opportunities for U.S. processing machinery exporters. U.S. technical and manufacturing knowledge is highly important and badly needed and can contribute to the 49% U.S. interest in joint ventures.

U.S. manufacturers of the products contemplated in the industrialization program will doubtless be struck by the limited market for protection of Kuwait's new factories, but it appears that restrictive tariff walls will be erected to protect infant industries, and raw materials will enter Kuwait duty free. Consideration also must be given to the movement of

such goods to Arab common market countries. U.S. producers should examine carefully the desirability of establishing joint ventures or licensing arrangements in Kuwait for the finishing or assembly of their products.

A company formed in Kuwait must have at least 51% Kuwaiti capital participation. Another legal provision requires that foreign firms selling here must do so through a Kuwaiti agent.

The Government of Kuwait is active in economic planning and has extended its interest to financial participation in some enterprises. The Kuwait Planning Board, an independent agency of the Government, is charged with the overall planning function to direct the development of Kuwait. The Kuwait Investment Company has been organized on a 50% Government-50% private basis. They invest both in Kuwait and abroad. Their portfolio includes shares of stock of many U.S. companies. Their field investment, however, is not limited to accumulating stock portfolios. They are free to invest in real property in the form of land and/or buildings, business, and the like.

The National Industries Company, organized in 1960, purchased the Government brick plant and concrete products factory, but it may also buy and sell other plants. It is not necessarily limited to the building and construction industry.

A free exchange market exists in Kuwait and there are virtually no restrictions on the convertibility of exchange, including repatriation of funds. Kuwait is a member of the World Bank, International Monetary Fund, International Development Association, and the International Finance Corporation. There is no Investment Guarantee Agreement between the United States and Kuwait.

Five banks currently operate in Kuwait —the British Bank, National Bank of Kuwait, Ltd., Commercial Bank of Kuwait, the Gulf Bank and the Kuwait Credit Bank, organized in 1960. In addition to international insurance companies, three Kuwait-owned insurance companies operate in the country: the Kuwaiti Insurance Company, the Gulf Insurance Company and the National Insurance Company.

FAHED AS-SALEM STREET in busy Kuwait can lead U.S. suppliers to a host of buyers of a variety of goods.

Exhibitors welcome

Kuwait's industrial area is soon to have a 20,000-square-meter building which the contractor, Abdulla Salem al Ateegy, wishes to turn into a permanent exhibition-place for American products.

Designed to have three pavilions, the exhibition hall, as conceived by contractor Ateegy, could feature such American items as construction equipment, light industrial machinery, electronic equipment, and automotive equipment and accessories. An entire pavilion could be devoted to the display of household appliances and electronic equipment.

Interested U.S. businessmen should write to Abdulla Salem al Ateegy, P. O. Box 699, Mubarak al Kabier Street, Kuwait. It is suggested that copies of the correspondence be sent to the U.S. Embassy.

Trade factors

The United States still maintains its position as leading exporter to Kuwait, followed by British, European, and Japanese and other Asian suppliers.

Almost all goods enter Kuwait at low tariff rates, usually about 4% ad valorem on imported goods and 2% on reexportable goods from Kuwait. Kuwait's location at the head of the Persian Gulf makes it a center of trade with neighboring countries. It is estimated that more than 25% of Kuwait's imports are shipped from there to nearby countries. Oil strikes in nearby countries indicate that Kuwait's entrepot trade will expand in the years to come.

Kuwait has a deep-water, modern port, and a new airport capable of handling the largest jets is nearing completion.

Kuwait is a member of the Arab League and a party to the Arab League Agreement on trade and payments. Preferential treatment for trade between contracting parties includes duty exemption on agricultural products and 25% reduction in duty on industrial products.

Trademarks, patents, copyrights

Basic trademark legislation is contained in the Kuwait commercial law. The owner or an authorized agent should apply for registration with the Trademarks Control Office of the Ministry of Commerce. Protection is for 10 years and is renewable.

Patent law provides for patent issuance for every new invention suitable for industrial use. The period of protection covered is 15 years with renewal for 5 years. Patents for chemical inventions related to food, medical products or pharmaceutical compounds cover an unrenewable period of 10 years.

There are no personal income taxes in Kuwait. This applies to both citizens and noncitizens. Corporate income taxes on foreign firms are on a graduating scale.

Kuwait is becoming a different type of market as it changes from its oil boom town status to an economy based on diversified industry. The market is there for U.S. exporters represented by Kuwaiti agents, for manufacturers and contractors in partnership with Kuwaiti firms, and for consulting firms registered with the Planning Board. There is a present need—which should expand—for industrial management engineering consultants.

There are still plenty of hard currency buyers in Kuwait. Opportunities which could develop as a result of the emphatic need for industry—which the Government stresses—could prove substantial.

MEETING WITH CHAMBER of Commerce in Kuwait, Trade Mission hears about country's import markets.

Suppliers can increase sales of consumer goods in country of high per capita income

Competitors are there, but economy is booming and U.S. goods are popular; little advertising at present

By CHARLES E. SNELL

Kuwait is one of the fastest modernizing countries in the world.

Rich opportunities exist for all types of U.S. consumer goods.

In Kuwait one finds one of the highest per capita incomes in the world, an affection for the U.S. label quality and style, a booming economy. At present the country is importing over $60 million worth of U.S. products, 20% of total imports. U.S. firms willing to make a serious sales effort can materially increase their sales in the area.

Kuwait is an entrepot. Import duties are generally 4% on goods for local consumption, 2% on transit goods. Many food items and all Government and oil company requirements are duty free.

Here is a country with no foreign exchange problems, no income tax or corporate taxes on local firms, low interest rates, and merchants whose word is their bond.

This oil rich country with royalties annually of over half-a-billion dollars has a populace desiring the new, the best, the finest in housing, schools, hospitals and facilities generally.

Desire for U.S. goods

The shops are clean and busy and offer a choice of dry goods and foods from all parts of the world. Kuwaitis are informed and international. They travel widely, watch U.S. movies, read U.S. magazines, and thus have a desire for U.S. goods.

Air conditioning, a necessity, is imported mainly from U.S. manufacturers who supplied 98% of the market—$5.7 million—in 1963 and $3.9 million in the first 6 months in 1964.

Over 100,000 radios and 8,000 television sets are in use at present and with the population increasing at an accelerated rate, the demand should continue strong. The United States' main competitors in this merchandise are Japan and the Netherlands.

Gourmet and frozen foods from all parts of the world supplement the native tastes. Canned, packaged and frozen foods from the United States are much in evidence.

Although a large new department store is under construction, the bulk of the retail trade is carried on in specialty shops, several often owned by the same company in various parts of the city. They are well stocked and displays are attractive. Sales people are alert, courteous and well trained. The stores are clean, well lighted and active.

Mark ups generally are lower than in comparable stores in the United States.

Since labor costs have risen more rapidly in Europe than in the United States, U.S. consumer goods prices are more nearly competitive with European suppliers. The European and Japanese manufacturers have taken this market more seriously than U.S. manufacturers, however, and if we wish to take advantage of this booming, expanding, dynamic economy, we must present the best quality, style, fashion, design, service and salesmanship.

The climate is hot and dry with a rainfall of less than 4 inches annually. Fabrics and apparel for both men and women center on wash and wear, easy care, synthetics—all the new wonder fabrics. As dressmaker and tailor made clothing is popular, many stores devote a large part of their stock to piece goods.

Major competitors of the United States for fabrics are the United Kingdom, Japan and Germany; for ready made dresses and coats, France and Italy; men's and women's shoes, Italy, France and England; men's suits and haberdashery, England and Italy; home furnishings, Sweden and Germany; draperies and upholstery fabrics, Switzerland, Germany and France; appliances, the Netherlands; electronics, Japan and the Netherlands.

Credit terms to the consumer on major purchases are just beginning to become popular. The maximum interest rate allowed is 7%.

How to sell

To proceed, one must appoint a Kuwaiti agent, as only a Kuwaiti is assured of getting an import license in the future. Electrical appliances must be equipped for 220 volts 50 cycles. Prices should be c.i.f. Kuwait.

Where possible give advertising allowances: Although there is at present little consumer goods advertising, this could be an important means of gaining rapid consumer acceptance.

Set up parts and service facilities where required. Set up stocks of goods in local warehouses. Be sure products meet design and price competition in this market from competitors abroad.

Communicate with the U.S. Embassy in Kuwait for agent recommendations. Then make a trip to that country.

Low duty, high living standard in Kuwait help to assure good market for U.S. autos, trucks

New car demand is constant, luxury features have appeal; heavy-duty quality of equipment a boon in sand, weather

By WALTON H. STEWART

The automotive market in Kuwait is best described from the American supplier's viewpoint as the potential "Pearl of the Middle East."

Cars are available at attractive prices with very little import duty. Automobile consumer finance is provided up to 30 months. Great personal pride is taken in the ownership of cars. Traffic conditions result in the survival of the fittest, with speeds almost uncontrolled.

The automotive population in Kuwait is just under 85,000 units but is growing by approximately 10% per year. Demand for new automobiles is good, and the U.S. market share exceeds that of other foreign makes combined.

The large size and luxury features of American-made cars have great market acceptance in the passenger car field. Their heavy duty quality features and reputation for being able to withstand hard service conditions have also created a solid demand for U.S. trucks.

Expect short service

Most car and truck owners in Kuwait consider 2 to 3 years service as the maximum that can be expected from a piece of equipment. Most say that service facilities in Kuwait are not in keeping with the complexity of the equipment, and that the extreme climate conditions of hot weather and sand combine to reduce the life expectancy of cars and trucks.

Style changes and advanced optional equipment have great appeal in this area, and also have a very definite effect upon the replacement of older equipment with the newer models. New car demand is constant and has tended to create an oversupply of used cars. Used cars fail to draw enough demand to affect a stable used car price market.

Low customs duties

The customs duty is set at 4% on all auto products. This low duty combined with the high standard of living afforded by good wages and a high disposable personal income assures a good market for American automotive products.

The replacement parts market in Kuwait is excellent in relation to its size. Again, the factor of climate and service methods shows effect; retail parts stores are numerous but small, tending to supply replacement parts for only one or two makes of cars.

These retail stores are usually supplied by firms acting as wholesale importers and often through firms acting as agents-importer-wholesaler.

The automotive parts outlets appear well-stocked and are keenly competitive. American parts have good market acceptance. There is an established preference for original equipment parts, due to the fact that the larger automobile importers are often the major importers for replacement parts.

Automotive spare parts from Japan and Germany represent the largest competition to U.S. made parts. They are lower-priced, but price is not the prime market consideration in Kuwait. The field of automotive service equipment holds great prospects for firms willing to export technical help as well as the equipment itself.

Kuwait has a population of approximately 400,000 people, its per capita income is over $3,000 per year.

The people of Kuwait were world traders long before oil was found. Their people sailed the seas buying wares here and selling there, long before the world needed oil. This background and contact as international traders has given the businessmen of Kuwait great understanding when it comes to marketing.

Kuwait serves as an entrepot for goods from all over the world destined for sale throughout the Middle East. The principles of buying and reselling, of shipping and reshipping must certainly be taken into account here. The comparison of the large quantity of units in any given item imported into Kuwait compared against the small population indicates the large extent to which Kuwait is engaged in entrepot activity. Therefore, many marketing plans formulated for Kuwait are in reality an extension of marketing for the entire Middle East.

Although the Government of Kuwait advocates free and unrestricted trade, it does limit the extent to which foreigners can own property and commercial activities in Kuwait. The maximum foreign ownership allowed in any Kuwait retail, wholesale, or manufacturing venture is 49%. The holding of agency agreements to represent foreign firms is confined to "Kuwaiti firms," in which local citizens own at least 51% of the shares. An agent in Kuwait may hold many times the number of lines usually handled by an agent in the U.S., so American firms should give careful study to the selection of an agent in Kuwait.

The Government of Kuwait has re-

MODERN APARTMENT BUILDINGS, broad promenades, parks with formal gardens are attractions in residential areas of Kuwait. Kuwait has population of about 400,000 with $3000 per capita income.

cently conducted extensive research into the industrialization possibilities for Kuwait. Government sources indicate that too much emphasis has been placed on the oil industry, and little or no attention given to development of basic small industry.

Basic industry

Many factors seem to merge to force Kuwait into seeking basic industry. The up coming younger generation of Kuwait will need jobs. There is also a desire to lessen dependence on the production of oil.

The industrialization plan calls for various forms of joint venture and licensing projects. The government is prepared to aid such a program through low cost finance and furnishing of factory locations, keeping in mind that any such projects must be 51% Kuwaiti-owned. The government will finance up to 50% of the physical plant and 60% of the cost of machinery and equipment.

These funds are furnished at long-term low interest rates of 2½ to 3%, depending upon the classification of the project.

In addition to these liberal terms offered to attract industry, there is a possibility of exemption from income tax on foreign firms.

Heavy basic industry will probably receive protection against competing imports. Several proposals which make use of basic available raw materials such as sand and petrochemical by-products are of most interest in the automotive field. The manufacture of glass in various forms has also been suggested, as well as the construction of a tire plant and a battery factory.

Open market

Kuwait presents a unique open market through which the potential American investor can serve the needs of India, Pakistan and the entire Middle East in addition to its domestic market. However, the market requires careful study and close attention to details.

Both skilled and unskilled labor is scarce in Kuwait, and all labor costs and imported raw materials are as high if not higher than the comparable unit cost in the U.S.

It seems that the forms of industry best suited for this market are those that provide enough volume to permit a high degree of plant automation along with the lowest possible unit cost to compete in a price conscious export market.

The opportunities do exist in Kuwait, but efforts must be geared for and subject to a most unusual market situation, members of the Trade Mission found.

Construction firms, consulting engineers are busy in Kuwait

Over-rapid development of past 10 years is being consolidated; business is now on more solid basis

By ABNER H. BEARD

In Kuwait, Eastern and Western cultures are closely joined.

Upon the development of oil resources early in 1950, the Government of Kuwait set forth to utilize the wealth from the oil to bring about a renaissance in this otherwise barren country. A public development and welfare program has been undertaken in the past 10 years which probably is unequaled any other place in the world.

Kuwait today is a blending of the extremely modern, sprung from the desert, with only a small reminder of its ancient past. It is difficult to comprehend that many of the people of Kuwait City who were desert nomads only a few years ago are today busy civil servants or active merchants with modern stores.

Maximum development can be seen in the capital city, also called Kuwait. The oil fields are outside the city, about 30 kilometers away, and although closely allied with city and State activities, are completely separated from the political structure of the country. The Government contracts and administers its own public works for its development program.

With the rapid development of this country since 1950, there have been tremendous opportunities for consulting engineers and construction companies. Now there is a definite trend toward conservatism and consolidation of the over-rapid development of the past 10 years. The Government is reevaluating the gains which have been made. Opportunities have diminished to a more careful pace. This is not to say that potential for business in this country has disappeared, but merely that business is on a much more solid basis. The Government hopes to avoid in the future many mistakes made during the rapid expansion period.

To enter into a Government contract, the Kuwaiti government requires that consulting engineers be completely separated from any commercial activity or construction company. Agents or associations with any other type of activity are not permitted. Consulting engineers must deal directly with the Kuwait Planning Board which selects all companies for the various Ministries.

Selection is made on the basis of specialty, experience and reputation in this specialty, and fee quotation. The amount of the fee is not the controlling factor but it is important. The award of the contract is by direct negotiation with the Ministry involved.

Construction contracts are awarded by competitive bid. Requirements for entering into a bid are not related to those for consultants. Contractors usually must have local agents or representatives and do not have to be registered.

It is anticipated that in June a five-year economic development plan will be published. Public works projects are expected to be of lesser importance than in the past. Social projects, such as sanitary works, schools, and housing, are expected to be prominent. Town planning and traffic control will be given considerable importance.

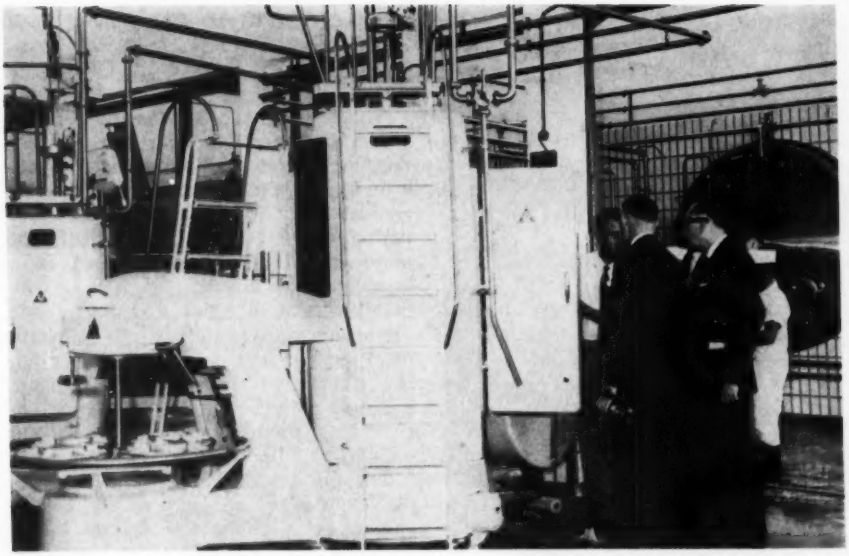
Industrial expansion

The Government's program also will concern itself with diversification and expansion of industry. Some marketing studies already have been made for a few selected industries—chiefly tires, glass, soap, and batteries. Interest has been shown in electric cable and matches.

The Government encourages foreign investment but definite requirements must be fulfilled. If the industry desiring to enter Kuwait is one approved by the Industries Committee, the Government may assist with financial help in its establishment. Loans to foreign participants can be granted up to 29.4% of the total investment at about 3%. Kuwaiti law requires that foreign interests can only own 49% of any enterprise in Kuwait.

Any industry sponsored by the Government may be given a protective tariff or monopoly—a big advantage to foreign investors.

The U.S. consulting engineer or contractor intending to work in Kuwait should go prepared to be flexible and adaptable in his methods of operating—to fulfill the expectations of the client. Also, technical standards should be equivalent to those required anywhere.



ONE OF 49 PLANTS the Mission visited on its month's tour was a well-equipped dairy plant in Kuwait.

Kuwait's chemical industry is small; Government plans local development

Proposed petrochemical complex to include fertilizer production; small market for feeds; pharmaceutic buying expected to increase

By PHIL T. PAFFORD

The chemical industry in Kuwait is a limited one.

The small population of 400,000 people cannot support a major chemical industry. For this reason, the little country has relied in the past upon imports for its needs. Chemical imports from the United States, in recent years averaging about $800,000 to $1,200,000, include pharmaceuticals, lubricating oils, soaps and flavor extracts, paint and specialty coatings, rubber products, household insecticides and specialty products.

Despite the small domestic market, the Government of Kuwait plans to proceed with development of local chemical manufacture based upon its enormous petroleum industry.

Petrochemical complex planned

In agriculture Kuwait offers a modest domestic chemical market. The country has an area of some 6,200 square miles of which only 5% (300 sq. mi.) are arable; and only 1% (60 sq. mi.) is actually cultivated. Nonetheless, the Kuwait Chemical Fertilizer Co. is proceeding with a fertilizer plant as a first step in a proposed petrochemical complex.

The plant, in the Shuaiba Industrial Park, adjacent to the Ahmadi refinery (250,000 bbl. day) of Kuwait Oil Co., is being built by Foster-Wheeler, Ltd., and is expected to be on stream early next spring. The product mix will be: 400 tons per day of ammonia based upon natural gas, and 160,000 tons each of urea and ammonium sulfate. The sulfur will be purchased abroad. The plant's production is destined for export markets. Additions to this basic unit are proposed for completion within the next five years.

A small market exists in Kuwait for non-farm fertilizers for private yards, public parks and boulevard medians, but the total market volume would not exceed 500 to 600 tons a year.

A second market in the agricultural field is manufactured feeds, principally for poultry. Some 15 firms in Kuwait raise poultry on a commercial scale. Their total production is small and the market for manufactured poultry feeds is about 250 to 300 tons a year.

Pharmaceutical industry

The pharmaceutical industry in Kuwait is changing. Until 1955 all medical care was given free by the Government. At that time only 3 physicians and 3 pharmacists were engaged in private practice. At present there are about 90 physicians and 55 pharmacists in Kuwait. Private physicians see large numbers of patients in a 6-hour day. Despite the short time per patient allowed, private practice is on the increase and with the approval of the Government.

Most of the major pharmaceutical manufacturers in the United States, United Kingdom, and Europe are represented by commission agents in Kuwait. Four such agencies are dominant. Many small firms and individuals are active in the market. Controls as to accurate labeling and U.S.P. quality are exercised.

The pharmaceutical market is valued at the equivalent of about $4,760,000 a year. Purchases are expected to reach an

Market Profile—Kuwait

Government: Hereditary Amirate became fully independent 1961. National Assembly is elected; Council of Ministers and Prime Minister appointed by Amir.

Area: Almost 6,000 square miles; neutral zone (2,000 sq. mi.) administered jointly with Saudi Arabia.

Climate: Hot and dry. Rainfall less than 4 inches annually.

Population: Estimated at 400,000 in 1964, an 85% increase since 1956; 50% Kuwaitis, others are Palestinian, Jordanian, Iranian and Pakistani. Dominant language, Arabic; English is second language.

Financial situation: Strong; large surpluses annually. All foreign assets held by public and private sectors totaled $1,683 million in 1964. Oil revenues totaled $575 million in 1964.

Exchange rate: 1 Kuwait dinar = $2.80.

Per capita income (1963): Estimated at $2,960.

Foreign trade: Total (in $ millions, 1964)—imports, $328; exports, $1,210. With U.S. (in $ millions, 1964)—imports, $52; exports, $63.

LOW INCOME HOUSING units in Kuwait are shown above. Construction is now levelling off, report shows.

annual volume over the next five years of perhaps $6.4 million.

The remainder of the chemical industry is comprised of resale by importers of such products as packaged and aerosol-type insecticides and room deodorants, household and personal soaps, paints, and rubber products.

Opportunities exist for chemical manufacture in Kuwait if U.S. firms will be content with a minority interest and a marketing and distribution system spanning most of the Arab world.

Tiny country offers big market potential

Community small in population but with great wealth has need and desire to purchase

By E. W. KLAPMEIER

U.S. businessmen could consider Kuwait a utopia for possible opportunities, on the basis of a general survey of markets and economic conditions.

This dot on the world map is a country with one of the highest per capita incomes in the world. Kuwait, whose civilization dates back nearly 5,000 years, through its entire existence has been dependent upon trade. In the past 15 years, discovery of huge deposits of oil has changed this tiny country into a capital of wealth. Its oil revenue, which produces an annual income of nearly $600 million, represents 94% of the revenue of the Government.

Need to purchase

Because Kuwait lies in a barren desert area, almost all vegetables, fruits and foodstuffs are imported. Until underground fresh water supplies were found several years ago, the only potable water available was from a distillation plant. Aside from oil, Kuwait has practically no natural resources.

A considerable number of U.S. businessmen recognized this bonanza in the making—a community, although small in population, possessing great wealth and a need and desire to purchase. Since 1954, the capital city of Kuwait has been almost totally rebuilt with new and magnificent office buildings, apartments and homes. The standard of living soared for the native Kuwaitis and the emigrants to this oil rich land. The vast building and development program has been the source of imports of some magnitude.

The success of U.S. business penetration in the Kuwait economy is evidenced by the fact that in 1962 the United States took first place, surpassing the United Kingdom, in exports to Kuwait. The value of U.S. exports to Kuwait in 1963 was about $66 million and the United Kingdom, $61 million. For the five-year period 1959-1963, U.S. exports increased more than $22 million; U.K. exports decreased $11.2 million.

Reaching plateau

The feverish pace of construction and modernization in the past 10 years is reaching a plateau. U.S. exports to Kuwait for the first 6 months of 1964 remained about the same as in the same period of 1963. The volume in the future may even decrease. Kuwait's task is to stimulate and diversify its unique economic system in which a strong private profit motive is buttressed by Government support and participation. The entire economy is based on Government spending. More personal income is derived from profits than from salaries and one-third of the income is saved.

The oil industry employs 6,500 people. Only about one-third of the 20,000 employees in public and private industries are providing goods. The remainder are in service activity. The Government with 60,000 persons on the payroll employs almost one-third of the total work force and over one-half of all working Kuwaitis. The unique problem in Kuwait is not one of income but how to keep its people employed. In this land of great wealth, industrial experience is almost totally absent.

Laws favorable

The Government has passed laws making joint venture extremely favorable. Any U.S. businessman interested in establishing an industry in Kuwait will be greeted with these inducements. Loans are available up to 60% of the cost of equipment and 50% of the cost of plant construction at interest rates not to exceed 3% per annum. There is possibility of relief from income tax on foreign firms. If the products to be manufactured are now imported there is every possibility that they would receive preferential duty protection.

Competition keen

Other unique inducements would seem to make Kuwait an industry paradise. U.S. businessmen, however, must remember that a number of problems exist. Fifty-one percent of the company venture must be held by Kuwaitis. Local markets, availability of raw materials, transportation costs, climate, management, export markets—all would require extensive study. It would appear that opportunities for U.S. businessmen do exist in certain commodities or services. Competition will be keen. The effort expended, however, certainly will be worthwhile.

Lebanon sets the pace

Show window for Levant and Africa; other nations follow her buying lead

By CHARLES E. SNELL

With a population enjoying the highest per capita income in the Arab world except Kuwait, and with 500,000 Lebanese people living in the U.S., it is little wonder that Lebanon is a high per capita consumer of American goods.

Lebanon is the number one foreign user of American refrigerators, with a 15% increase expected this year.

U.S. cars predominate and the stores display an abundance and variety of American dry goods, home appliances, sporting goods and foods.

The Lebanese economy continues to expand; the country entertained 472,176 tourists in 1964.

A favorable tax system, a free zone at Beirut, a high literacy rate and an appreciation for American quality, makes it a market that offers maximum returns for U.S. traders.

These people are alert, friendly, well informed, and anxious to do business. They have been world traders since the days of the Phoenicians. They are well educated, world-traveled and know their markets and competition. U.S. traders may find them as knowledgeable about a particular market as any American; to sell in this market a product must be priced right, made right, and competitive.

The language barrier is no problem; English is widely spoken, and you can carry on your correspondence in English. Lebanese importers want prices figured c.i.f. or c.f. port of entry Beirut.

Exchange is free and gold reserves are comfortable; however, U.S. exporters must offer credit terms that are competitive with European manufacturers, who seldom use the letter of credit approach but extend 2-3 and 6 months credit.

Lebanon prides itself on being the demand creator for this part of the world. Products displayed here are soon wanted in surrounding countries and Africa. Not only in consumer goods, but building and home designs and materials, modern innovations and conveniences, foods, social pursuits, and labor saving appliances.

With $12 million spent annually by American tourists in Lebanon, with U.S. companies spending another $7 million, and with the Lebanese government planning to spend $500 million on plan projects during the next five years, this receptive U.S. market will continue to demand more and more American goods.

Retail business is conducted mainly through specialty stores, many of which are chain stores. They are usually clean, orderly, well-lighted, and the displays are smart and attractive. Self-service is common. Many of the larger U.S. merchandise manufacturers are well represented but there are opportunities for smaller and intermediate firms to enter this market.

There is great interest in textiles, especially the lighter weight synthetics and the new drip-dry fabrics, canned foods of all varieties, refrigeration, air conditioners, labor-saving household appliances, radios and television sets.

There are two TV stations in Beirut, and the electrical current is 110-volt, 50-cycle.

Much interest was shown in all types of light weight clothing, in the medium to lower price lines.

The climate is similar to Southern California with mild, wet winters and warm, humid, but rainless summers. Although very small, Lebanon's areas of climate vary from sub-tropical to arid, with winter sports in the mountains.

However, Lebanon's chief trading value lies in its role as the distributing center for the Arab-African World. A Lebanese agent here can distribute and present a U.S. firm's goods over a wide area.

Lebanese stores believe in advertising in newspapers and on radio and television.

If your product is advertised in American magazines or shown in films, the chances are that the Lebanese are familiar with it, because they are avid readers of American magazines and viewers of American movies, both in the movie houses and on their local TV stations.

Toys, games and dolls made in the United States are in demand here. Plastic toys and stuffed animals are seen in abundance. Japan and Germany are the main competitors in these products.

Many U.S. manufacturers are not represented in the Middle East market simply because they have not made a real effort to sell this market by finding an agent or distributor. The Lebanese business man who is interested in U.S. products often finds it difficult to get information about prices, delivery terms and quality.

Local sales on the installment plan are increasing rapidly, especially in the field of household appliances, and installment sales are expected to continue to grow as more consumers become familiar with this method of purchasing.

There are no American-type department stores in Beirut. However, one is in the planning stage which will greatly change traditional distribution methods and will create a still wider demand for U.S. consumer goods.

MISSION SEES ACTION as Director Rutzen and Member Snell interview Lebanese businessmen in Beirut.

Lebanon just keeps on growing; economy based on foreign trade

Economic policies geared to encourage private enterprise; Beirut a transportation hub; tourism increasing every year

By A. C. RUTZEN

Despite certain controversies in this area and the recent U.S. dock strike, business in the Republic of Lebanon continues on the upgrade in an expanding economy.

Lebanon is a crossroad for the Arab world. The people are about 75% literate and their $400 per capita income is the highest of any Arab country except Kuwait.

Beirut businessmen are hard bargainers, calculating and shrewd, but they are also generous and free spenders. One can conduct business at any hour of the day or night. American cars jam the narrow streets; shops sell everything from chewing gum to diamond tiaras.

Beirut is also a banking center, perhaps as much so as Switzerland. Lebanon has very little industry, and its only substantial exports are excellent fruits such as apples, peaches, pears, cherries, along with citrus fruits, olives, figs and vegetables. It also exports tobacco, hides and skins.

The officers and Board of Directors of the Association of Industrialists emphasized their interest in joint ventures, licensing arrangements and capital partnership, including technical and scientific know-how. This association represents 400 leading manufacturing firms which constitute most of Lebanon's industries. About 11% of Lebanon's labor force works for industries, which are generally small and devoted to the manufacture of light consumer goods.

Lebanon is a free money market and the exchange rate fluctuates mildly.

Tourism

Although Lebanon is a regional center of commercial activity, it is relatively stable in an area of political instability. It is a transportation hub, with all the leading airlines and about 100 shipping companies calling at the port of Beirut. Tourism is fast becoming a bulwark of the economy and is increasing each year.

There are many first class hotels both along the sea and in the mountains. Skiing is popular in the mountains during the winter and swimming and boating in the Mediterranean during most of the year. Thus all items which appeal to these sports can be sold here.

U.S. tourist expenditures were in excess of $12 million during 1964. The increase in tourism has created a need for many new hotels, motels and beach resorts, all inviting the need for U.S. equipment and the opportunity for joint ventures with Lebanese partners.

New hotel

The new Phoenicia Hotel cost $9.5 million and is generally jammed to the rafters. It is now estimated to be worth in the neighborhood of $20 million.

A first class hotel school, organized and operated by the government, is located close to Beirut. Training is provided in most areas of hotel operation and management. The Department of Tourism is sending a representative to Cornell University to study its hotel management curriculum. The Lebanese Hotel School provides hotels and resorts with trained personnel capable of rendering first class service.

There are also many first class restaurants where the food is abundant, well prepared and distinctively served.

Beirut is loaded with night clubs of all descriptions, and stereo and juke box equipment, along with musical instruments, can be sold here.

Five-Year Plan

Lebanon's economic policies are oriented toward providing a favorable climate for private enterprise. The government will publish its five-year plan shortly. Officials advised Mission members that the plan calls for 40,000 homes for low and medium-low income groups, costing about $80 to $100 million. It also contemplates a $25 million university and many government buildings to house the different ministries which in the main operate from rented office quarters. These will also cost in the neighborhood of $25 million.

The entire five-year economic development program calls for the expenditure of $500 million. The Ministry of Planning stated that any unique industry or business established will be eligible for a tax exempt concession for a period of 10 years.

Centrally located

Lebanon's climate for trade not only remains good but presents many additional opportunities to the U.S. businessman. Located in a strategic geographical location with people who are equipped with outstanding mercantile abilities and an open door policy which favors services in general, makes Lebanon a good place to do business.

Lebanon has also developed into an entrepot and middleman for an extensive region. A Free Zone adds to its attractiveness as a favorable point for reexport.

Market Profile—Lebanon

Government: Parliamentary Republic headed by a President elected by Parliament for 6-year term.

Area: About 4,000 square miles (smaller than Connecticut).

Climate: Typically Mediterranean, resembling Southern California, with mild, wet winters, and warm, humid, but rainless summers.

Population (1964): Estimated, 1,760,000. Official language, Arabic; French and English widely spoken.

Financial situation: Large deficits in trade balance offset by service exports and other capital inflows. Gold and foreign exchange reserves, $208 million in 1965, $205 million in 1964.

Exchange rate: £3.08 = US$1.

Foreign trade: Total (in $ millions, 1964)—imports, estimated at $413; exports, $72. With U.S. (in $ millions, 1964)—imports, $57.2; exports, $8. Liberal trade and investment policy.

LEBANESE TRADERS talk with Mission Member Klapmeier (right) at Business Information Center, Beirut.

A country on the move, Lebanon is bridge to entire Middle East

Construction, tourist and dairy industries offer strong potential

By E. W. KLAPMEIER

Lebanon, with its area of 43,000 square miles and a population of only 1.8 million, is smaller than the State of Connecticut, but it is the bridge to the entire Middle East.

A quick look in any direction will attest to the opportunities for U.S. businessmen.

Huge new apartment and office buildings, motels and hotels are under construction. New streets and highways and elaborate sub-divisions are planned or under construction.

The builder of a 188-room motel asked "where in the U.S. can I purchase all the equipment needed for operation." Laundry and kitchen equipment, furniture and a multitude of articles are still to be purchased. Another builder asked about low cost housing for a students dormitory such as pre-fab industrial buildings.

Besides the great influx of tourists from the U.S., people buoyed by oil prosperity from the hot barren countries to the East and South find Beirut a good place to come for fun, vacation, rest and good food. To serve their ever-increasing numbers, there is a crying need for still more hotels, motels and restaurants. In some cases, the Lebanese require financial assistance, but generally they are more interested in operating techniques and management talent. The leading hotel, the 325-room Phoenicia, is booked-up solid and building 250 additional rooms.

The rapid expansion of the touring industry in Lebanon will create additional markets for food, sporting goods, hotel equipment, automobiles and other related products.

Lebanon's rich but narrow coastal plain enjoys a mild climate suitable for growing citrus fruits, bananas, figs and vegetables. Apples, peaches, pears, cherries and other fruits grow well on the terraced slopes of the mountains. Beyond the mountains the fertile Beka's Valley abounds in cereals and grapes. Generally, Lebanese farmers use primitive methods, although occasionally a modern tractor is employed on the larger tracts or for special needs. Harvesting is done almost entirely by hand. Small tractors and other modern equipment will probably replace the primitive methods now employed in the not too distant future.

Infant industry

The dairy industry can be considered an infant in Lebanon. Milk is looked upon as a novelty. The first milk treatment plant to properly sterilize milk for human consumption was established in 1963 and taken over by Foremost in 1964. Dairy products consumption per capita is extremely low, due largely to their high cost. The limited supply of fresh milk has been supplemented by imports of whole milk powder.

No butter is produced locally and 95% of imports are from Denmark. U.S. butter has recently started to penetrate the market.

Import of non-fat milk butter is prohibited, therefore no combined milk can be produced. If this restriction was lifted, an estimated 100,000 tons of non-fat milk powder would be used annually for combined milk to supplement the meager production of about 15,000 milk cows. Butter fat for producing combined milk will open a market for 35,000 tons annually.

Besides these additional imports, it is estimated that enough forage could be produced to feed 10,000 additional milk cows.

From the year 1518 to 1946 Lebanon was a part of or under the influence of Turkey, France or England. Therefore, it can be termed a young country with strong traditions and European ties. The market is extremely competitive.

CONSULTATIONS IN CALIFORNIA

Arne T. Fliflet, U.S. economic officer from Vancouver, Canada, will be available for consultations with U.S. businessmen on July 6 at the San Francisco Department of Commerce Field Office and on July 8 at the Los Angeles Field Office. Fliflet, now home, soon will assume duty as economic officer in Freetown, Sierra Leone.

Lebanese chemical imports grow while U.S. market share shrinks

Aggressive marketing, keen competition characterize market

By PHIL T. PAFFORD

The chemical manufacturer who looks to Lebanon can anticipate a moderate but sophisticated market highlighted by aggressive marketing and keen competition.

The chemical industry is divided into three segments listed in order of dollar volume: agricultural, pharmaceuticals, and general chemicals.

Agriculturally, Lebanon has an arable area of about 2.5 million acres. About 750,000 acres are cultivated, one-third through irrigation. Approximately 45% of agricultural income is derived from fruit, the balance from tobacco, grains, and vegetables.

The medical field contains a large number of doctors of all specialties, pharmacists, and hospitals. People come to Lebanon from all over the Middle East for treatment. Drugs and medicines are available without prescription, and all major world firms have local agents.

Materials imported

There is small-scale manufacture of chemicals with most materials imported.

Lebanese fertilizer requirements are now essentially all satisfied by imports. One local firm, Lebanon Chemical Company, operates a superphosphate plant capable of producing 80,000 metric tons per year, but actual output is about one-quarter that. The firm is partially protected by a 15% ad valorem import duty on superphosphate imports, soon to be raised to 25%.

Import volume is expected to approach 88,000 metric tons by 1970, the increase being mostly in nitrogenous types.

The animal husbandry industry is small, and animal numbers are not large, approximating 75,000 sheep, 79,000 cattle and 7,000 hogs in 1961.

Poultry has received a great deal of interest. A total of some 500 commercial farms now operate, and 1965 production is expected to be 10 million broilers for local and nearby markets.

Chick stocks are American, and feed consists of local grains and imported corn supplemented with vitamin-mineral supplements from the United States. The veterinary medicines business totals about $300,000.

Insecticides, pesticides

An appreciable market exists for insecticides and pesticides. The 1964 dollar volume was about $850,000. Household insecticides are DDT, parathion, and dieldrin in aerosol form.

Malathion, parathion, and sulfur dusts are applied on citrus crops, supplemented with petroleum oils for red scale.

Aramite and Kelthane are preferred on apples and legumes. Heptachlor, BHC, chlordane, and aldrin are preferred for soil insects. New materials are readily accepted.

Pharmaceuticals

Estimated pharmaceutical imports into Lebanon reached a level of about $10 million dollars in 1964 of which 20-22% was from the U.S. Two years ago the U.S. enjoyed one-half of a $5.5-6 million market. The decline is due to intense European competition, principally Italian.

There are agents in Lebanon for all major pharmaceutical firms, so competition is keen. A total of 16,000 products have been registered for sale with the Ministry of Health. No restrictions on sale of drugs by prescription are enforced, although the registration of new materials is becoming more selective.

To meet European competition, American firms should consider licensing the manufacture of their products in Lebanon.

Industrial chemicals

The production of chemicals in Lebanon is limited. Some paint and synthetic detergents are produced; a number of small plastic molders to make thermoplastic resins into household products, and some industrial goods. The balance of chemical requirements are imported and sold through local agents.

Total 1964 imports from the U.S. were unofficially reported at $2.4 million, down from $2.5 in 1963 and $2.6 in 1962.

The chief deterrents to the sale of U.S. chemical products in Lebanon, as in the rest of the Middle East, are price structures and credit terms. Improvement in these two areas can sharply increase sales. The Lebanese are anxious to trade with the U.S. and the markets are available for American chemicals under proper terms.

How to export to Lebanon:

- Ask the Department of Commerce for a Trade Contact Survey. This will contain an analysis of the potential market for your product and background reports on three firms which could represent you. Cost: $50.
- Procure pertinent trade lists from the Department of Commerce. Cost: $1 per copy.
- Prepare your sales information in English—plus price quotations—c.i.f. port of Beirut. The Department of Commerce Field Office will help you prepare this information.
- Have the Department of Commerce arrange appointments for you and make a trip to Lebanon.

Lebanon's growing fertilizer imports

	1960	1961	1962	1963
	(Metric Tons Material)			
Guano & natural products	40	30	195	190
Nitrogenous materials	37,378	42,955	30,919	35,000
Phosphates & superphosphates	118	1,198	1,787	15,000
Potash materials	3,759	3,853	3,666	10,000
Miscellaneous materials	287	251	1	0
Totals	**41,582**	**48,287**	**36,568**	**60,190**

U.S. cars, parts and service equipment preferred in Lebanon

Public acceptance of high U.S. quality strong in Middle East

By WALTON H. STEWART

The automotive replacement parts and service equipment business in Lebanon has made use of methods of distribution found both in Europe and the United States, and sales of U.S.-made cars are rising sharply.

Major new car dealers tend to be quite active in importing replacement parts—not only for their own makes but also for other models. There is a strong demand for replacement parts, which is well provided for by the numerous wholesale-retail automotive parts outlets. Prices at this level of distribution seem to be most competitive.

Japan and West German imports are the chief competitions for U.S.-made parts.

Re-export is a common practice and helps to explain the large quantity of automotive equipment and parts moving through the port of Beirut. Public acceptance of the high quality standards maintained by U.S. manufacturers is evident throughout the Middle East. Lebanon ranks seventh in world per capita consumption of automotive products. However, it is second among countries having no domestic automotive production.

The customs duty for new cars is based on gross weight, while customs duty on replacement parts is 15% of landed invoice value.

Sales of new American-made cars have increased about 26% during the past year.

Although American-made cars account for only about 17% of the unit sales, U.S. vehicles account for approximately 40% of the dollar sales volume.

Service facilities

Service facilities in Beirut seem to fall somewhat short of public demand, both in quality of service and availability. There appears to be a great need for newer, more modern equipment to service the later model cars and trucks. The equipment in most service facilities appears to be several years behind current market changes and developments. This is partially due to the shortage of highly skilled or technically trained service personnel. Beirut has several vocational schools for the training of young men in technical fields, and one such school is in the process of establishing an automotive service training section. When completed, it will help to provide the much-needed body of well-trained service personnel.

Parts market

Beirut is the logical redistribution point for merchandise destined for all points in the Middle East. Almost every businessman is considered an importer of sorts in his respective field. Over 400 American companies maintain offices or direct representation in Beirut.

A combination of manufacturers' representatives and importers tend to dominate the selling of automotive replacement parts. These agents usually cover the entire Middle East. The lines carried by these agents have little specialization, but the astuteness of the Lebanese businessman can assure good sales.

The opportunities for licensee or joint ventures in Lebanon seems excellent. There is a government-inspired drive toward the development of light industry, and many importers are anxious to diversify into light fabrication or assembly. They will require a great deal of technical assistance and, in some cases, financial help. However, these opportunities should be surveyed with a view toward the entire Middle Eastern market.

New 5-year plan should promote construction activity

Traditional ties give Europeans headstart, but U.S. is gaining

By ABNER H. BEARD, JR.

Lebanon, the hub of the Middle East, is a transportation and commercial center for this area.

Its capital city of Beirut is an interesting blend of the old with the modern, but the Lebanese people are totally up to date and most sophisticated in their business and social affairs. Most business, including engineering and construction projects, either originates in Beirut or is concluded in Beirut.

A five year economic development program has been approved by the Lebanese Parliament. The program is being translated into English and no specific details

THE PORT OF BEIRUT handles entrepot trade for an extensive region; Free Zone helps for reexporting.

are available yet, but the plan provides for housing, roads, irrigation, power, municipal development, airports and similar construction projects. The plan calls for a total expenditure of $500 million. Some financing from international sources will undoubtedly be necessary.

Lebanon has been traditionally linked with Europe, principally France. These ties are weakening but are still important to United States businessmen with intentions to operate in Lebanon. The Europeans are experts at preparing turnkey operations, which are popular in Lebanon, with either short term credit, or outright loans or grants through government agencies. United States consulting engineers and builders must be prepared to combat this type of competition.

The Lebanese are extremely anxious to enter into joint agreements with U.S. consulting engineers and contractors. American technical "know how" and drive is highly respected in Lebanon, and there are many opportunities for any firm wishing to enter such an arrangement. This holds true for industrial investments as well as engineering and construction works.

The joint venture arrangement also works to advantage in Lebanon and the other Middle Eastern countries.

Lebanon is an Arab country and United States firms are often at a disadvantage in fully comprehending all the nuances of custom and language without reliable Lebanese assistance.

There are numerous opportunities for United States consulting engineers and contractors in Lebanon. Competition is keen and prospects should be developed by personal visits of representatives from the parent company. Agents are helpful but are limited in what they can do in an effort to obtain a contract.

Therefore, those wishing to do business in Lebanon, should send a representative to do his own investigation.

Trade group elects officers

The Minnesota World Trade Association's officers for June 1, 1965, through May 31, 1966, are:

President—Robert E. Bunker, international department manager, G. H. Tennant Co., Golden Valley, Minneapolis; first vice president—Michael A. Kallas, traffic manager, American Hoist & Derrick Co., St. Paul; second vice president—John R. Peters, international trade specialist, Minneapolis Field Office, U.S. Department of Commerce, and secretary-treasurer—Richard B. Maland, president, Merit Export Corp., Lake City, Minn.

Businessmen tell Trade Mission what they want to purchase

Interviews uncover wide range of leads, from agricultural and construction machinery to electronics, toys, and textiles

Individual Mission members submitted reports on their interviews with Iraqi, Kuwaiti and Lebanese businessmen, and the most promising are summarized below. U.S. firms wishing further information should contact the concern directly.

World Trade Directory Reports on these firms may be obtained upon request from the nearest Department of Commerce Field Office or the Commercial Intelligence Division, Department of Commerce, Washington, D.C., (Please refer to the particular Trade Mission and the appropriate IR number which follows each summary).

Opportunities from firms on which a complete WTDR is already on file are listed in the Trade Opportunities section of this magazine.

Agricultural, construction machinery

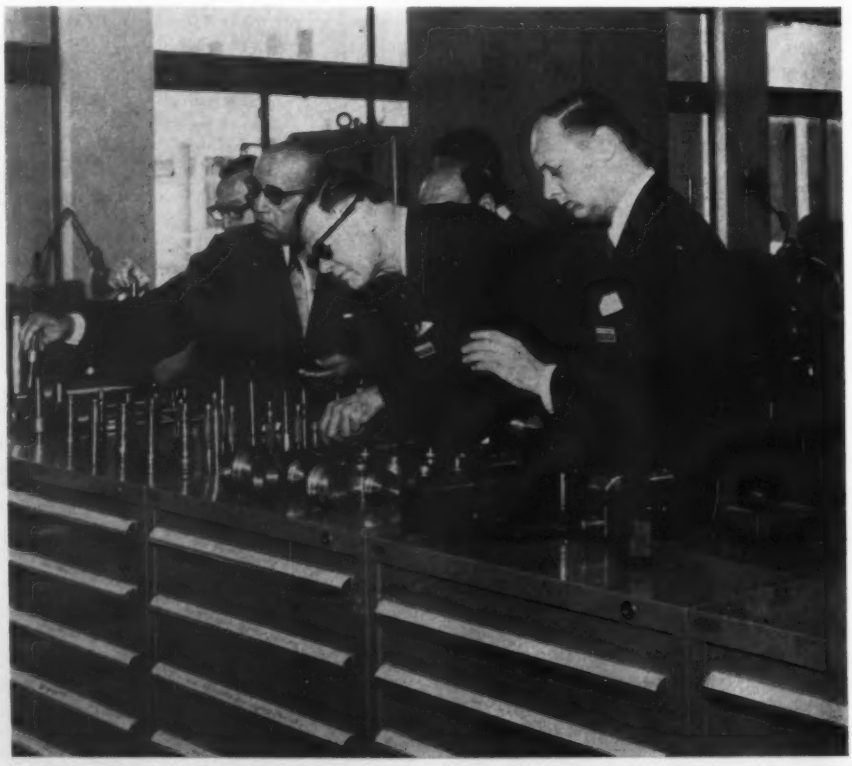
Wishes agencies from U.S. suppliers of fibre-glass boats, gas engine fork lift trucks, tandem truck trailers, industrial equipment for construction work, such as cement mixers, tar heating vats. The Trading & General Services Co., P.O. box 3113, Baghdad, Iraq. **IR 91.**

Seeks to purchase, sugar beet harvestors, deep-well drilling rigs. Al-Obaidi and al-Sulaiman Co., (W.L.L.)., Mosul, Iraq. **IR 90.**

Requests offers from manufacturers of farm esuipment such as light tractors, plows, hand tools. Would like to serve as agent and import for own account. Mesopotamia Trading Establishment, Mubdia Jasim Bldg., El-Fatih Sq., Baghdad, Iraq. **IR 99.**

Building, fabrication materials including hand tools

Desires to establish business connections with U.S. exporters of welding equipment,



TRADE MISSION visits Amelite Vocational Institute, Lebanon. Opportunities for training are increasing.

construction materials. Sami Somo, Basra, Iraq. **IR 116.**

Contractor wishes to purchase complete line of aluminum sections for fabrication of doors, windows, partitions. Naji Ahmed Kerim & Co., 85 D/1 Bustan Kubba, Baghdad, Iraq. **IR 31.**

Desires to import from U.S. plastic panels, pre-fabricated houses, buildings, aluminum building products of all kinds. Would consider distributorship for U.S. building products of aluminum, plastic. Sheban Awni, Mirjan Bldg., South Gate, Baghdad, Iraq. **IR 18.**

Chemicals, chemical products

Desires to import solvents, thinners, related raw materials for manufacture of paints. A. Hadi Salrh Mandobb, 39/45 Victory St., Karkh, Baghdad, Iraq. **IR 9.**

Desires to import finished paints, electrical fixtures for residential, industrial construction. Will be interested in exclusive representation in Iraq and neighboring countries. Ibrahim Khallil Al Khudairy, P.O. Box 72, Basra, Iraq. **IR 119.**

Desires to import alkyd resins, lithopone (titanium dioxide), miscellaneous solvents, drying agents, assorted pigments, emulsifiers to make emulsion paints. Also tin plate for cans, 32" x 22". National Paint Co., W.L.L., Basra, Iraq. **IR 111.**

Desires to import pharmaceuticals from U.S. Yousuf Abdul Razzak, P.O. box 85, Kuwait, Kuwait. **IR 8.**

Wishes to purchase polyester resins, fibers for use in reinforcing construction bricks, blocks. Joseph Yatim & Co., Rue St. Louis, Beirut, Lebanon. **IR 106.**

Manufacturer of lubricants, cleaning compounds, paints. Would like to import anti-corrosion paints, engine cleaning compounds used in overhauling engines, chemical deodorizers for paints, boat and auto cleaner-polisher compounds. Arabe Home Office, P.O. box 5258, Beirut, Lebanon. **IR 66.**

Wishes to import line of veterinary medicines, insecticides, drenches, and related equipment for sale to veterinary doctors. Michel Zammat Co., P.O. box 515, Beirut, Lebanon. **IR 68.**

General machinery, mining material handling, machine tool equipment

Wishes to purchase machinery, equipment for manufacture of bicycles, glass bottles. Maimoun Drug Store, P.O. box 358, Baghdad, Iraq. **IR 29.**

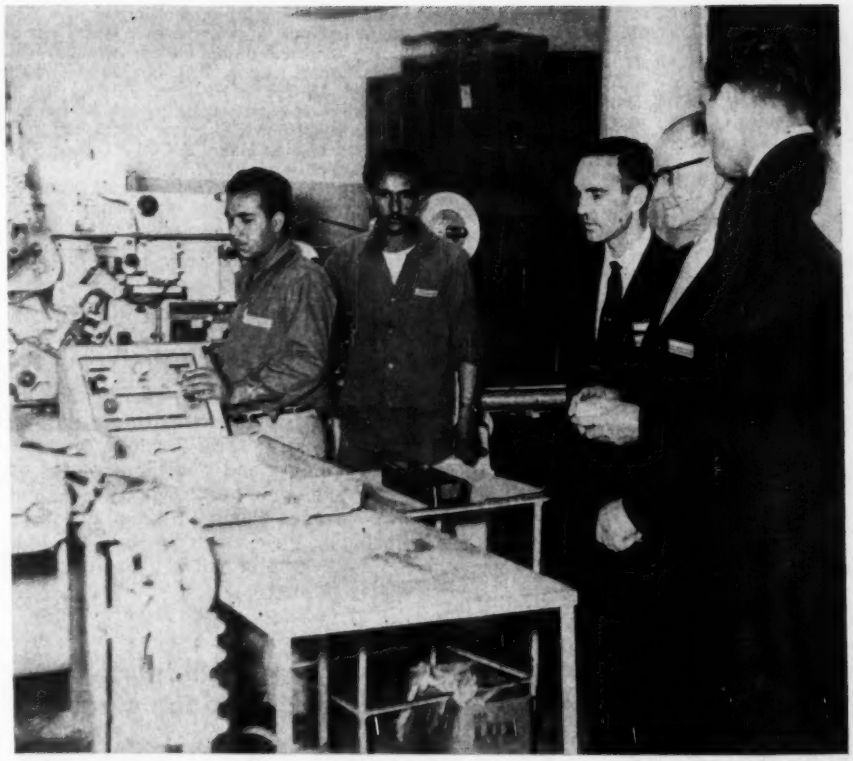
Manufacturer of wool, cotton, textile, wishes to purchase on L/C 4 new ginning machines. Northern Ginning Co., Mosul, Iraq. **IR 108.**

Manufacturer of chip board wishes to purchase one sanding machine for 4 x 8' chip board with 150 sq. meter HR capacity. Northern Wood Co., P.S. Dawassa St., Mosul, Iraq. **IR 104.**

Wants to purchase new equipment for manufacture of book matches, wood matches, plastic light weight boxes to contain matches. Would consider some used match making machines. (French requested in reply or offers.) Cherif Takieddine, P.O. box 832, Beirut, Lebanon. **IR 82.**

Electronics, electrical equipment, components

Wants offers as agent and to import for own account on intercom systems, TV monitoring systems (closed systems for plant use), communication equipment for commercial use in plants, department stores. Slete, Imm. Rachid Skaff, Beirut, Lebanon. **IR 73.**



WORKERS at Baghdad Cottonseed Products Co. explain operations to several visiting Mission members.

Institutional, office equipment,

Desires to import diagnostic chemicals, fine chemicals, surgical instruments, treatment room equipment, analytical reagents. Ahmed Saleh Al-Buseiry, P.O. box 251, Kuwait, Kuwait. **IR 48.**

Toys, hobby, sporting equipment, novelties

Manufacturer of hassocks, cushions, camel saddles, Beirut chairs, bags, book covers, leather goods desires agents in U.S. to distribute to gift shops, department stores, furniture stores. Roger E. Naggiar, 603 Lyon St., Abdel Kerim Habib Bldg., Beirut, Lebanon. **IR 87.**

Automotive, transporting equipment

Wants to receive offers for tires, tubes from manufacturers. Interested in serving as agent-representative and will import, warehouse, distribute tires, tubes. Requests catalogs, price sheets—passenger cars, trucks, tractor tires. Also interested in tire repair materials, would like contact with manufacturers. United Transport Co., Armenian Camp, Baghdad, Iraq. **IR 93.**

Importer-wholesaler of automotive industrial equipment, construction equipment, tractors requests offers from replacement parts manufacturers for parts used on various U.S.-made cars, trucks, hand tools, lube equipment for service station use. Would import, stock for own account. Would also cover territory in Saudi Arabia if agreeable to factory. Arab Trading & Industrial Co., P.O. box 651, Kuwait, Kuwait. **IR 50.**

Requests agencies from manufacturers of automotive garage, service station equipment. Would like to serve as agent-distributor, would import for own account. Also wants catalog, price information from mfg. of automotive crankshafts, heads, manifolds. U.S. cats and travels only. Will import, stock for own account. Wakim Mechanical Institute for Production & Trading, Beirut, Lebanon. **IR 33.**

Textiles, textile products, synthetics

Wants agencies for plastic material used for auto seat covers, drinking glasses, insulation leather upholstery fabrics. Middle East Commercial Services Office, Shorja Bldg., Jumhooriya St., Baghdad, Iraq. **IR 78.**

Textile manufacturer is interested in getting price quotations on raw rayon on cones, viscose rayon yarn, spun rayon. Also interested in purchasing 450-500 tons a year of continuous filament viscose rayon yarn on cones den. 120, 150, 200, 300 bright, and 300 dull on cones. In addition wants to purchase highly twisted viscose rayon yarn on cheese of an average of 2000 TPM Den. 120, 150, 200. Also interested in buying boiler 1500 kilos of steam per hour, 100 lb. operating pressure to be operated on diesel or heavy oil 3 phase 50 cycle 380 volt. L/C terms. Haj Younis Weaving Co., S.A., Adala St., Mosul, Iraq. **IR 106.**

Manufacturer of silk shirting wants agent in U.S. to sell hand loomed pure silk shirting, suiting. Approximate price $2. per yd. 36' width, Beirut. Can supply 50,000 yards

per year. Middle East Commercial Enterprises, Beirut, Lebanon. **IR 90.**

Miscellaneous

Plans very large scale baby chick hatchery. Desires to purchase poultry feed pre-mixes containing minerals, vitamins, protein sources. Darwish al-Haidari. Munir Abbas Bldg., South Gate, Baghdad, Iraq. **IR 48.**

Desires to import yeast tablets for use in bread to be sold in drug stores. Maimon Drug Store, Bustan Al-Khas, Baghdad, Iraq. **IR 38.**

Now manufactures broad line of candies and Iraqi toffee. Desires to import directly from the manufacturers following materials: Wax paper for toffee (90mm. wide)—30 tons per year. Aluminum foil—5 tons per year. Cocoa powder—10-20 tons per year. Powdered milk—30-50 tons per year. Glucose—120-200 tons per year. Flavors—6,000-7,000 pounds sterling per year. Cellophane (clear and printed)—10 tons per year. Empty steel cans—(½ lb.-7 lb. size) fancy labels or fancy embossing on can—6,000-7,000 pounds sterling per year. Desires to buy on installment plan, not on letter of credit. Abdulamir Abdulkarim Shakarchi, Credit Bank of Iraq Bldg., Banks St., Baghdad, Iraq. **IR 12.**

Dairy farm operator wants information on all types of silos. Also wants to import 10 head of beef cows and 1 bull for foundation herd. Mohammad Yahya Al-Katib, P.O. box 29, Mosul, Iraq. **IR 102.**

Bottler of soft drinks seeks supply of bottles, crown corks, caustic soda. Mosul Bottling & Canning Co., (P.S.), Mosul, Iraq. **IR 96.**

Wants to purchase canned fruits, sardines, vegetables, canned beef, rice. Seddik Aqramee, Mosul, Iraq. **IR 94.**

Desires U.S. contractor to negotiate for construction of approx. 370 houses, 1500 ID. to 4500 D. each. Financing assured, prepared to make payments of 50,000 ID. per year. Present balance 350,000 ID. Total estimated cost of plan 900,000 to 1,000,000 ID. Plans and designs complete, ready to begin as soon as contracted. Port Housing Cooperative Society, Marqil, Basra, Iraq. **IR 113.**

Desires to import aerosol insecticides, personal brushes, knit underwear, short sleeve shirts, assorted cosmetics for women. Abdulla Sultan Kulaib, P.O. box 240, Kuwait, Kuwait. **IR 15.**

Wishes to export marble to U.S. for use by furniture manufacturers for table tops. Arabian Mining Habre & Co., P.O. box 994, Beirut, Lebanon. **IR 67.**

Seeks U.S. outlet for their jam, tomato paste, canned vegetables of all kinds, canned fruits. Cortas Canning & Refrigerating Co., P.O. box 209, Beirut, Lebanon. **IR 58.**

Import licensing list extended by Lebanon

Lebanon has added several items to the list of products requiring prior import licenses. These include ceramic enameled flags and wall tiles, colored or white; aluminum bars, shaped pieces, and wire sections; aluminum tubes and pipes (including their rough shapes), and hollow bars; natural yeast, living or dead; baking powder.

Iran, World Bank plan port administration study

The World Bank will organize and help finance a study of port administration in Iran. The Bank will pay the foreign exchange costs of the study, estimated at $39,000, while the Government of Iran will bear the local currency expense.

Arthur D. Little, Inc., of Cambridge, Mass., will undertake the study.

A team of experts has arrived in Iran to investigate the present position and formulate recommendations on the best means of reorganizing port operations and cargo handling and of separating the cargo handling function from the customs administration.

This is generally agreed to be a prerequisite to achieving increased efficiency and higher productivity in port operations and assumes particular importance in view of the considerable volume of investments which have been made and are planned for the development of port facilities in Iran.

The study will take about three months.

Brazilian steel producer to buy U.S. equipment

The largest integrated steel producer in Latin America will purchase $6 million worth of steel mill equipment, materials handling machines, transportation equipment and machine tools from U.S. suppliers.

Cia. Siderurgica National (CSN), of Volta Redonda, Brazil, requires the materials to complete its current modernization and expansion program.

Many U.S. suppliers are expected to be selected by CSN. Engineering design assistance will be provided by Arthur G. McKee Co., Cleveland, and Koppers Co., Pittsburgh.

The completed program will raise CSN's capacity to 1.4 million tons a year from the present 1.2 million, and will provide additional production of cold rolled products to help meet expanding domestic demand.

The U.S. exports will be financed through a $6 million Alliance for Progress loan authorized by the Export-Import Bank.

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San Francisco Chamber sends Trade Mission to Eastern Europe

A trade mission organized by the San Francisco Chamber of Commerce and approved by the Bureau of International Commerce was on the road in Eastern Europe last week end.

It was the 150th trade mission sent out by the U.S. Department of Commerce.

Traveling as the California Foodstuffs and Food Processing Machinery Manufacturers Trade Mission, it is seeking new markets for California agricultural products and food-processing equipment.

The mission's itinerary includes Poland, Yugoslavia, Czechoslavakia, Hungary and Rumania. The mission will return June 27.

Archie Andrews, BIC deputy director, described the mission as one of a growing number of efforts to explore possibilities of trade with these countries and is in line with the recommendations of the recent Miller Report.

The Special Committee on U.S. Trade Relations with East European Countries and the Soviet Union, appointed by President Johnson and headed by J. Irwin Miller, board chairman of Cummins Engine Co., Columbus, Ind., reported its recommendations to the President May 7.

The committee ruled out relaxation of controls for strategic goods which could "significantly enhance Communist military capabilities," but suggested that "with a secure defense . . . we can prudently seek practical means of reducing areas of conflict between ourselves and the U.S.S.R." It recommended expansion of peaceful trade with selected Eastern European Communist countries on a long-range basis.

Andrews said each of the countries the mission will visit has been under mounting pressure to improve its standard of living. The Governments in turn have recognized this movement and, in seeking to reconcile the aims of their people with basic programs for economic development, have created markets for several commodities including food processing equipment.

An advance team consisting of Calvin L. Moreland, assistant manager of the World Trade Department of the Greater San Francisco Chamber, and Kenneth Finnerud of the Trade Missions Division of BIC, preceded the mission to set up programs and itinerary in each of the countries.

Because agriculture is the largest single industry in California, the Chamber decided that initial trading efforts should concentrate on food products.

Mission members, all California business leaders paying their own expenses, are Allen S. Gregory, James C. Taylor, Theodore J. Garbeff, Victor Trubowitch, John Sullivan, Edward D. Weimortz and Howard R. Stephenson, coordinator. Stephenson said the group will try to win East European customers for such California products as citrus fruits, seeds, and food processing and packaging equipment.

The group was briefed in Washington by foreign trade specialists from BIC and the U.S. Department of Agriculture.

16 look for agents at Frankfurt show on food processing

Trade glimpses liquid nitrogen process—a wholly new concept

Sixteen firms, five of them new to the German market, participated in the Food Processing Equipment Show in Frankfurt and reported much headway in making business contacts.

The five new participants obtained a number of promising leads for representatives. One of them reported it had received 53 requests to call on German processors.

Four of the five said their products will have no trouble in competing in the German market. One of the new participants concluded a representative arrangement at the show's end.

New process

The German trade was introduced to the cryogenic or liquid nitrogen process, a new concept in food processing. Equipment using liquid nitrogen was not demonstrated but a trade consultant explained the new method to the press and to visitors.

A visitor from Ireland, expressing his firm's disenchantment with the plate process for freezing fish, said he would have bought a liquid nitrogen freezing installation off-the-floor had it been available.

The following comments are representative of participants in the show:

K. O. Rupnow, sales manager of Diversey (spray cleaning equipment for vats, tanks, barrels): "We have already received orders as a direct result of the Show and we expect more. Fifty-three firms requested a visit from our representative. All things considered, including minimum costs involved, we have been very pleased and would highly recommend participation in other applicable U.S. Trade Center shows."

Search for agents

Peter Fleming, director, representing Council Manufacturing Co., makers of ice-making and dispensing machines, considered participation in the Show a "wonderful" experience. Although his primary objective in participating was to find agents for various European countries rather than immediate sales, Fleming concluded a sale of $50,000 in the closing hours of the show.

David Hart, British sales director, E. B. Pease & Co., producers of apple paring, coring and slicing machines: "There is no similar equipment in this area. The equipment we offer was favorably received both in price, reliability and construction. Design in particular has been remarked upon as being an excellent example of American inventiveness in automation. The prospects here are excellent. We are extremely pleased with the results of the Show and intend to follow through immediately."

U.S. displays in Budapest bring commercial results

The U.S. pavilion at the Budapest International Fair enjoyed popular success and appears likely to achieve significant commercial results.

The local representative of IBM predicted early conclusion of a $500,000 contract. Agents for conveyor belt systems, apple graders and barbecue equipment were optimistic about winding up contracts early.

Lines a block long formed constantly in front of the U.S. pavilion. Fair authorities said some technical specialists deserted conferences arranged for them at other pavilions to visit the U.S. displays.

America Day May 26 drew nearly 600 invited guests to a reception at the U.S. pavilion.

Frankfurt draws historic number

BIC mounts 100th show in U.S. Trade Center program that soon will mark four years of service to exporters

In the world of international trade, this could be a week for words like "significant" and "historic."

Logically, both would see action, serving a two-in-one celebration in the United States Trade Center program administered by the Bureau of International Commerce.

Item: As the week started, the 100th Trade Center show was in progress. It was being held in Frankfurt, Germany, and was devoted to U.S.-made plant and machinery maintenance equipment.

Item: Before the month is out, the Trade Center program will mark its fourth anniversary. The birthdate was June 26, 1961, and the place was London, England.

The Trade Center program was created to help U.S. exporters boost sales and to introduce more U.S. businessmen into export trade. This was to be accomplished by setting up permanent sales rooms for U.S. goods in key marketing areas around the world.

In the four years since the London Trade Center opened, five more centers have been set up—in Bangkok, Frankfurt, Tokyo, Milan and Stockholm.

Sixty-two U.S. firms took part in that first Trade Center show in London, exhibiting and selling more than $1.5 million worth of housewares. In less than four years (based on records of the first 89 Trade Center shows, June, 1961-March, 1965) the program has produced these statistics:

More than 3000 U.S. companies have exhibited their products. Of the total, 832 were new to world markets and more than 1700 were small business firms.

LONDON STARTED IT with housewares in June, 1961, held toy show (above) the next December.

Using Trade Center facilities, exhibitors negotiated sales representation agreements with 705 foreign distributors.

Exhibitors reported $24.9 million in cash sales in the course of the 89 shows and estimated they would get another $115.9 million in follow-up sales. Estimates on sales in the first 100 shows run to $150 million.

The Frankfurt Trade Center holds the record for volume of business. At the end of March, 737 companies had reported $73.4 millions in sales and expected sales.

Frankfurt has also staged the most successful single show. In June 1964, eight U.S. electronics and computer manufacturers, already established in Western Europe, used the Frankfurt center to rack up off-the-floor sales of $2.5 million, with a whopping $16.6 million in expected follow-up sales.

There have been noteworthy sales in other centers, too.

During an exhibit at the Tokyo Trade Center, Mandrel Industries of Houston, Texas, demonstrated an electronic peanut sorter. A Japanese businessman asked whether the machine would sort pearls. The Mandrel representative arranged a test. Into the machine went a large bag of pearls—and out they came, photo-electrically sorted by color and size at the rate of 350 a second.

FRANKFURT'S BIGGEST HIT, and biggest of Trade Center program, was electronics-and-computer show a year ago. Buyers spent $2.5 million on floor, indicated they'd take $16.6 million more in U.S. goods.

Mandrel reported more of the $10,000 machines sold as pearl sorters than as peanut sorters. The machine may revolutionize the industry in Japan, where pearl-sorting has always been a time-consuming hand operation.

Associations co-operate

Many American trade associations have found it profitable to co-operate with BIC in sponsoring exhibits.

The Laundry and Cleaners Allied Trades Association supported BIC in staging a laundry and dry cleaning equipment show in the Milan Trade Center last December and it topped all previous Milan shows in sales volume. The 38 exhibitors reported on-the-spot sales of $604,000 and estimated that $3.2 million more would come.

When the Olympic Games were held in Japan last year, the Tokyo Trade Center staged an exhibit of U.S. sporting goods. The event turned out to be the center's most profitable show. Forty-one exhibitors rang up $962,000 in on-the-spot business and estimated $8.4 million in follow-up sales.

This week, the Stockholm Trade Center, which opened last March, features U.S. medical instruments and supplies in its 5,200-square foot exhibit area. The show coincides with the 14th International Hospital Congress in Stockholm.

What does it cost to show in a U.S. Trade Center? The exhibitor pays to ship his goods abroad and contributes $240, which includes cost of exhibit space and a share of publicity and hospitality expenses. If an exhibitor fails to make a sale, the Government will bear the cost of return shipment.

There are two requirements for Trade Center exhibitors:

Products must be labeled and marketed under the name of a U.S. firm and, if assembled outside the United States, must contain U.S. components valued at more than 50% of the finished products.

A company representative with authority to conduct negotiations must back up the display with active sales efforts.

100th U.S. Trade Center show makes news in key marketing areas around the world

They knew it was coming so they baked a cake in Frankfurt, Germany, last week to celebrate the 100th show in the U.S. Department of Commerce Trade Center program.

Frankfurt's party was the solitaire in a global ring of Trade Center memorial activity that also included cake in Stockholm and—in Bangkok, London, Tokyo and Milan—picture histories of how Trade Centers have served U.S. manufacturers abroad.

Although chance booked the 100th show into the Frankfurt Trade Center, it received wide publicity in newspapers and magazines in the other five Trade Center cities. Coupled with news of shows in each city—and with the forthcoming fourth anniversary of the Trade Center program June 26—the story of this Bureau of International Commerce activity was presented in Chinese, English, German, Italian, Japanese, Swedish and Thai.

Symbolically, at least, Frankfurt cut the biggest cake.

A gallery of local business and government leaders attended the opening of the 100th show, which is devoted to plant and machinery maintenance equipment. German newspapers gave it broad coverage, going into details of the Center's history and describing market surveys which precede the shows.

A photo-montage of scenes from past Frankfurt shows decorated the Center's corner window—along with another cake.

Stockholm Trade Center officials iced their cake with a "100" to mark the milestone in the BIC program, then arranged to cut it at a special press conference calling attention to their own showing of U.S.-made medical equipment.

The picture-history of the Trade Center program also was displayed, and one of Sweden's leading economics journals described the program in a feature article.

Japanese readers got news of the 100th show, and of activities at the Tokyo Trade Center, in a major article in the Tokyo publication, Nihon Keizai, which is known as "Japan's Wall Street Journal." Many of the more-than-400 participants in past Tokyo Trade Center shows joined in the salute.

Thai, Chinese and English-language newspapers in the Far East took note of the celebration with reports from the Bangkok Trade Center, where a pictorial review of world-wide Trade Center activities was on display.

The 100th show opened June 9 and will run through June 16.

Bangkok Center show coincides with U.N. education conference

U.S. makers and distributors of modern teaching aids will have an unprecedented opportunity to demonstrate their products for educational leaders of 18 Asian countries at a show at the U.S. Trade Center in Bangkok, Thailand, Nov. 22-30.

The Bureau of International Commerce will sponsor an audio-visual and teaching aids show to coincide with a meeting of the United Nations Educational Scientific and Cultural Organization (UNESCO).

The primary purpose of the UNESCO meeting is to review needs and priorities in the area and develop a comprehensive educational plan for Asia through 1980.

About 50 ministers of education and economic planning will attend the UNESCO meeting, along with 75 advisors from various Southeast Asian nations and observers from other UNESCO-member countries, including the United States. All the delegates are expected to tour the U.S. Trade Center exhibit.

American business will be invited to provide display materials and equipment demonstrating the latest educational techniques used in the United States and in U.S. programs in developing countries. These can also include exhibits on school planning.

Priority items

UNESCO, which is cooperating with Trade Center personnel in the presentation, has recommended a number of high-priority items. The list includes:

Teaching machines, filmstrip projectors, films and filmstrips, textbooks for the vast English language public of Asia, moderately priced motion picture projectors, screens, overhead projectors, closed-circuit television systems, language laboratories, science training aids, microprojectors, microscopes, models, kits, maps, charts, transparencies globes audio-visual mobile units, tape recorders, classroom hardware, felt boards and furniture.

Write: Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202 WO 7-3363, or contact any of the Department's 42 Field Offices.)

Fashion fabrics in Frankfurt . . .

10 U.S. textile firms display collections at Interstoff 1965

Ten leaders in the U.S. textile industry scored with the buyers by bringing a new wrinkle—or non-wrinkle—to Europe's world of fabrics via the 13th Interstoff textile trade fair, recently concluded in Frankfurt, Germany. Foreign observers predicted the "permanent press" introduced collectively by members of the American Textile Manufacturers Institute would revolutionize the industry abroad. At the scene of the action: **top left**—Miss Helen Boyle, Turner-Jones Co., talks with customer; **top right**—Swedish buyers choose from United International Corp. samples; **lower left**—Herbert Binder, Springs Mills, with German buyers; **lower right**—model parades in three-a-day show of U.S. styles.

Italians moving down to the sea —in runabouts

Trade Center in Milan schedules display of boating accessories

The new wave of enthusiasm for boating currently sweeping through Italy has prompted the U.S. Trade Center in Milan to stage a boating accessories show Nov. 2-8.

Italy's peninsular coastline of nearly 2,600 miles puts most of its inhabitants near the sea. And now that per capita spending is up and the Italian economy is buoyed many Italians want to go down to the sea in boats.

The Trade Center show will feature all boating accessories, including navigation instruments, outboard and inboard motors, runabouts and molded outboard hulls of unusual design and under 20 feet in length.

According to a market survey conducted by a private research firm in Italy for the Commerce Department's Bureau of International Commerce, U.S. equipment that is known in Italy is valued for its quality and style, but much nautical equipment is still unknown. The boating accessories show is expected to attract leading buyers, agents and distributors from Italy. It will be a good opportunity for U.S. manufacturers to help familiarize Italians with their equipment.

Once were scarce

Twenty years ago, outboards were scarce in Italy. In the past few years, annual sales of outboard motors totaled about 10,000 units. By the beginning of the 1963 season, there were 30,000 registered power craft in Italy, and qualified observers estimate that the level of pleasure boating may well reach a stage within the next decade comparable to that in the United States now.

About 20% of the current $8.5 million Italian market for boating accessories is supplied by domestic production and 15% by imports of other than U.S. manufacture. About 65% or $5.5 million worth of this equipment is now imported from the United States.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

U.S. to promote farm machinery in Central American market area through trade fair in El Salvador

Six Latin countries attempt to mechanize agricultural efficiency; free trade within area reported in sight

U.S. producers and suppliers of farm machinery and equipment will have an opportunity this fall to tap the thriving Central American Common Market (CACM), an area making a strong effort to attract new industries and vigorously encouraging increased agricultural efficiency through mechanization.

To help American firms meet potential buyers from this developing trade area, which links Guatemala, El Salvador, Honduras, Nicaragua, and Costa Rica, the United States will exhibit a wide variety of agricultural machines and implements at the El Salvador International Fair in San Salvador, Nov. 5-Dec. 4.

The manufacture of farm machinery in Central America is limited to oxen-driven plows, some hand tools, and simple equipment for sugar fields, reports the Bureau of International Commerce (BIC), sponsor of the U.S. exhibition. The United States traditionally supplies more than two-thirds of all agricultural machinery, implements, and equipment to Central America.

Some 60% of the area's working population is engaged in agriculture, a recent BIC survey shows. Major export commodities produced include coffee, cotton, bananas, lumber, cattle and meat, sugar, and shrimp in that order, accounting for nearly 85% of total exports.

Free trade on way

CACM has eliminated internal tariffs on 95% of all products made and traded within the area. By the end of 1966, almost all products originating in the CACM will be freely traded, according to BIC. A common external tariff will apply to all imports into the CACM from third countries by 1870. Nearly 98.5% of the import duty rates already have been equalized.

Organization of the CACM has boosted investments in the area substantially. At least 50 plants have been built by major U.S. corporations. The total value of American investment in this trading area is estimated at between $400 million and $450 million.

Write: Bureau of International Commerce, Code 8194, Department of Commerce, Washington, D.C. 20230 (Phone: Area code 202-WOrth 7-3350), or get in touch with any Commerce Department Field Office.

Metal-working firms, bank show wares in Barcelona

Thirty-eight American metal-working firms and a U.S. bank are participating in the Industrial Metalworking Tools Show at the International Trade Fair in Barcelona. The fair is scheduled to end June 15.

The U.S. exhibits range from credit services available to potential buyers from the First National Bank of Boston, to modern pneumatic tools, air-operated pumps and systems, and air atomized hot spray equipment.

Eleven of the participants have never sold in Spain before. In a new program to increase sales and attract "hard-to-reach" buyers, the chief commercial officer at the show will extend individual invitations to selected groups of firms to visit the U.S. exhibits.

The International Trade Fair in Barcelona is one of 18 commercial exhibits in which the Department's Bureau of International Commerce is participating.

President De Gaulle opens international air show

Major aeronautic exhibits of 12 nations, including France, the United States, and the Soviet Union are on display at the 26th International Air and Space Show in Paris.

The show, underway at Le Bourget Airport, began June 11 and is scheduled to end June 20.

President De Gaulle officially opened the exhibit.

SIGNING WITH A SMILE, Dante Galliani of Milan becomes Italian agent for Long-Lok. Officials are L. P. Hulin (left) and T. E. Nason.

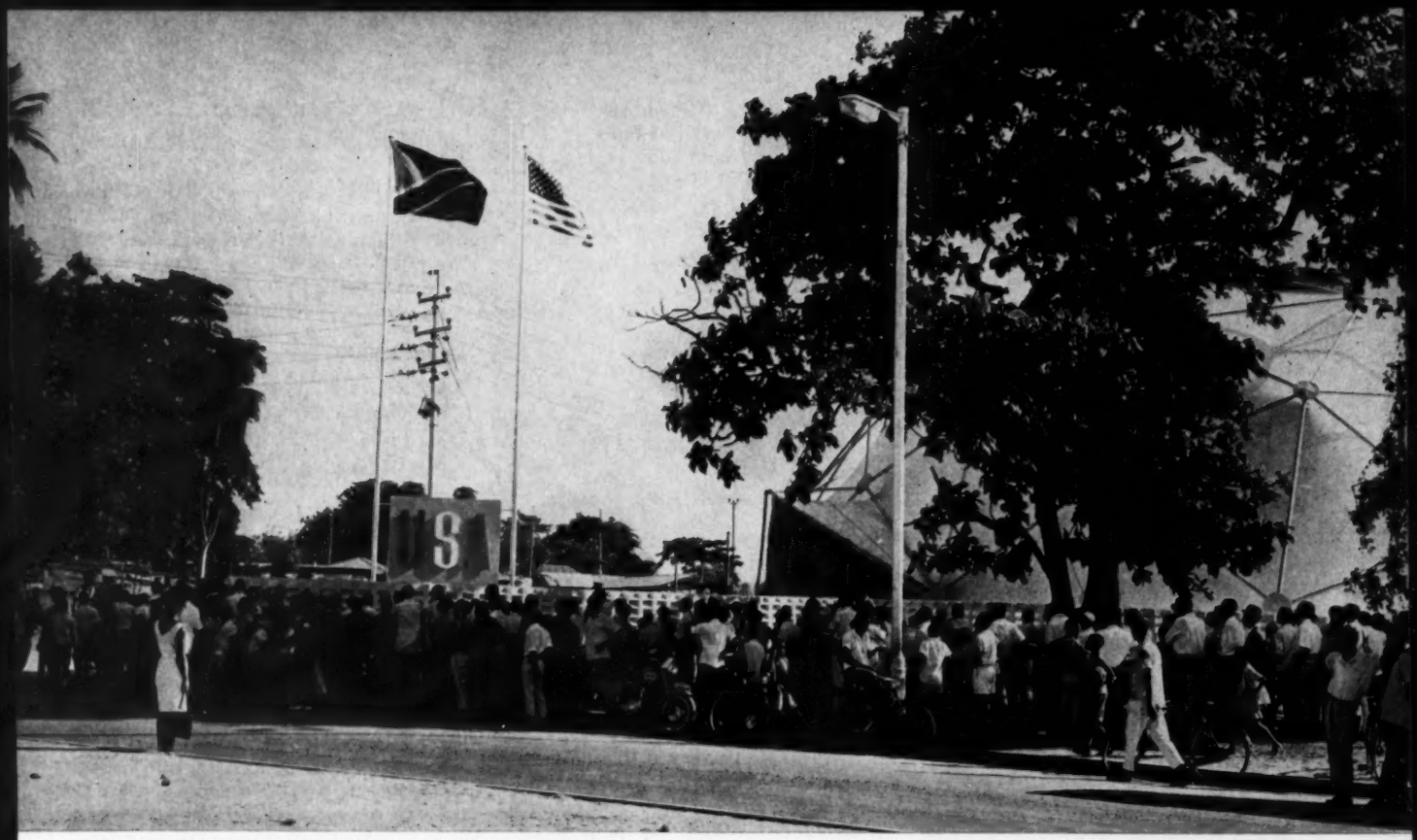
HUCK MANUFACTURING CO. of Detroit had popular display of fasteners, blind rivets, tools. Firm's Italian agent demonstrates line.

In Milan . . .

Long-Lok of Los Angeles, new to the market, signed an agent the first day. Schwartz Chemical of Long Island City, also new, found a distributor the second day. In the course of showing a welding device, Raytheon of Lexington, Mass., sold it. So came the reports last week from the Milan Trade Center, where more than three dozen U.S. manufacturers took part in a show of advanced mechanical fasteners. Highlights of the event, staged by the Bureau of International Commerce, are shown here. BIC market studies in advance of the show indicated that Italy had reached a stage where it would be receptive to American techniques that mean cheaper, better and faster production. The U.S. fastener industry has maintained an annual growth rate of about 5% and now posts yearly sales of about $1.2 billion.

NAIL GUNNER (above) demonstrates for Paslode Co. of Skokie, Ill. Rosan of Newport Beach, Calif., shows line of high-strength bolts (below).

IN ANIMATED CONVERSATION, F. W. Rohe, president of Shur-Lok Corp., Santa Ana, Calif., discusses company product line with prospective buyer.



CROWDS AVERAGING 25,000 PERSONS daily filled the geodesic dome pavilion at the U.S. exhibition last fall in Dar-es-Salaam to see plastics products.

MILLIONS WILL ATTEND

International trade fairs

Semi-annual list of world-wide trade fairs lists many new sales opportunities

The list of U.S. firms that are increasing their sales overseas through energetic participation in International Trade Fairs is constantly growing. To assist in planning such participation, INTERNATIONAL COMMERCE publishes semiannually a list of world-wide trade fairs.

These fairs, some general, some specialized, are listed by country, city, name, type, and management address. Unless otherwise specified the fairs are held annually, are scheduled for 1965, and the management office is located in the host city. Tentative U.S. Government participation by the Bureau of International Commerce is shown by *.

Information is taken from the latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

For further information regarding these fairs, **write:** BIC-8197, U.S. Department of Commerce, Washington, D.C. 20230.

Algeria

Algiers

Sept. 4-19. Int'l Fair of Algiers. General Palais Consulaire, Place des Martyrs.

Australia

Adelaide

Sept. 2-9. Adelaide Royal Show. Agricultural. RAS Showground, Box 4180 G.P.O. Sydney.

Apr. 2-26, 1969. Royal Adelaide Exhibition. General. 12 Pirie St. Quinquennial.

Brisbane

Aug. 5-14. Agricultural, Industrial & Motor Show. B.P.O. Box 122B.

Aug. 5-14. Engineering & Industrial Exhibition. Suite 12, 33 Queens Road, Melbourne S.C. 2.

Melbourne

July 22-31. Int'l Boat Show & Water Sports Exhibition. 392 St. Kilda Road, Box 2689.

Aug. 9-14. Melbourne Engineering Exhibition. Suite 12, 33 Queens Road. Biennial.

Aug. 26-Sept. 4. Ideal Home Show. 110 Jolimont Road. Semi-annual.

Oct. 4-9. Australian Printing & Packaging Exhibition. 392 St. Kilda Road.

Mar. 2-19, 1966. Melbourne Int'l Trade Fair. General. Melbourne Chamber of Commerce, 90 William St.

Perth

Sept. 23-30. Perth Royal Show. Agricultural. 9 Howard Street.

Sydney

July 19-31. Machine Tool Exhibit. Sydney Chamber of Commerce, 161 Clarence St.

Aug. 20-28. Sydney Homes Exhibition. G.P.O. Box 4962.

Oct. 19-30. Sydney Industries Fair. Box 4180, R.A.S. Showground. Biennial.

Nov. 10-12. National Hospital Equipment & Suppliers Exhibition. Box 4180, G.P.O.

Aug. 15-20, 1966. Int'l Engineering & Industrial Exhibition. P.O. Box 4180, G.P.O. Biennial

Austria

Dornbirn

July 17-25. Int'l Export & Trade Fair. Textiles, textile machinery & chemicals. Realschulstrasse 6.

Graz

Oct. 2-10. Graz Southeastern Fair. Breeding stock. Conrad Hoetzendorf Strasse 67. Semi-annual.

Innsbruk

Sept. 25-Oct. 3. Export and Samples Fair. Hotel, restaurant, tourism. Maria Theresienstrasse 47.

Klagenfurt

Aug 5-15. Klagenfurt Fair. Timber. Valentin Leitgebstrasse 11.

Ried

Aug. 28-Sept. 5. Austrian Agricultural Fair. Hauptplatz, Rathaus. Biennial (held alternately with Wels.)

Vienna

Sept. 20-24. Int'l Council of Societies of Industrial Design. Salesianergasse 1.

Sept. 12-19. Int'l Fall Fair. General. Messepalass 1.

Wels

Aug. 27-Sept. 4, 1966. Austrian Agricultural Fair. Hauptplatz, Rathaus. Biennial. (Held alternately with Ried).

Belgium

Antwerp

July 10-28. Diamonds in Art & Industry. Lange Herentalsestraat 95.

Brussels

Sept. 3-12. European Machine Tool Exhibition. 21 rue des Drapiers.

Sept. 5-8. Trade Show of Ready Made Garments for Men. 52 rue du Progres.

Sept. 18-26. Int'l Heating, Ventilating Exhibition. 34 rue du Progres.

Oct. 2-7. European Ladies Fashion Exhibition. 52 rue du Progres.

Oct. 30-Nov. 14. Int'l Food & Home Exhibition. 10 Place de Brouckere, E/V.

Nov. 6-15. Int'l Hospital Equipment Exhibition. 171 Avenue du Domaine.

Jan. 9-16, 1966. Leather Goods Exhibition. 52 Rue du Progres.

Jan. 29-Feb. 6, 1966. Building Exhibit. 19 Av. du Boulevard.

Feb. 19-22, 1966. Int'l Salon of Drugstore Items & Perfumery. 183 Avenue Edouard Benes.

March 6-17, 1966. Int'l Salon of Food Processing Machinery & Equipment. 35 rue Ste Catherine. (Every 2½ years.)

Sept. 16-23, 1966. Int'l Engineering Exposition & Conference—EVOTEC. 76 Bd. Brand Whitlock.

Ghent

Oct. 21-31. Int'l Plastics Fair—EUROPLASTICA. Palais des Floralies, Parc Gand.

Jan. 28-Feb. 1, 1966. Int'l Trade Fair of Textile & Clothing. 44 Koning Leopold II laan.

Leige

Sept. 11-26. Ideal Home Exhibition & Commercial Fair. 6 Avenue Malvoz.

Bulgaria

Plovdiv

Sept. 18-Oct. 1, 1966. Int'l Fair of Plovdiv. Bulgarian Chamber of Commerce, 11 a Stamboliisky, Sofia. Biennial.

Canada

Montreal

Aug. 23-26. Montreal Fall Gift Show. 443 Mount Pleasant Road, Torongo.

Sept. 13-16. Fall Hardware Show. Show Mart Bldg., 481 University Ave., Toronto.

Oct. 3-6. Canadian Shoe & Leather Fair. 2081 Aylmer St.

Oct. 26-28. Canadian National Business Show. 1819 Yonge St., Toronto.

Feb. 13-17, 1966. Canadian Sports Goods & Cycle Assn. Show. 11580 Poincare St.

Feb. 21-25, 1966. Canadian Toy Fair. Room 1307, 67 Yonge St., Toronto.

Feb. 25-Mar. 1, 1966. National Boat Show. Allied Boating Assn. of Canada, 92 King St. East, Toronto.

May 17-20, 1966. Canadian Plant Engineering & Maintenance Show. Trade Shows of Canada, 481 University Ave., Toronto 2. Biennial.

Apr. 28-Oct. 27, 1967. Canadnian Universal & International Exposition. Montreal. Place Ville-Marie.

A SOUND PROJECTOR is used at the Guatemala trade fair as part of the 'Education for Progress' theme.

Toronto

Aug. 19-Sept. 5. Canadian National Exhibition. Exhibition Park.
Sept. 20-23. Toronto Fall Gift Show. 443 Mount Pleasant Road.
Oct. 4-6. Institute of Radio Engineers Exhibition. Canadian electronics conference. 1819 Yonge St. Biennial.
Oct. 13-16. Canadian Graphic Arts Show 481 University Ave.
Oct. 25-27. Ontario Hospital Assn. Exhibition. 24 Terrand Drive, Don Mills.
Jan. 26-29, 1966. Canada Farm & Industrial Equipment Trade Show. 4881 Yonge Street, Willowdale.
Feb. 4-12, 1966. Canadian Boat Show. 85 King Street East.
Feb. 7-10, 1966. Canadian Hardware Show. 290 Merton Street.
May 2-5, 1966. Plastics Show of Canada. 481 University Avenue. Biennial.
May 2-5, 1966. Materials Handling Exposition. 481 University Avenue. Biennial.
Oct. 17-20, 1966. Int'l Food Festival. Industrial & Trade Shows of Canada, 451 University Ave.
Nov. 1-3, 1966. National Packaging Exhibition. 25 Merton Street. Biennial.

Vancouver

Aug. 21-Sept. 6. Pacific National Exhibition. Exhibition Park.
May 17-27, 1967. British Columbia International Trade Fair. Exhibition Park.

Colombia

Bogota

Sept. 1-20, 1966. Int'l Trade Fair. Corporacion de Ferias y Exposiciones S.A. Carrera 40. No 22-C-67.

Czechoslovakia

Brno

Sept. 12-26. Int'l Trade Fair. General. Brno-Vystaviste, Praha 3, Vaclavske Nam. 57.

Denmark

Aalborg

Aug. 12-15. Modern Furniture Trade Fair. 8 Mensgade, Aarhus C.
Sept. 4-12. Building & Construction Exhibition. 17 Vesterbro.

Copenhagen

Aug. 23-28. Int'l Council for Building Research Studies & Documentation. DIS Congress Service, 19 Sankt Peders Straede.
Sept. 3-12. Rationalization Fair. 17 Blaagaardsgade.
Oct. 1-10. Int'l Hotel & Catering Fair, 1 Julius Thomsens Plads.
Oct. 9-11. Danish Footwear Exhibition. Dansk Skomoderaad, 34 Norre Voldgade.
Oct. 15-24. Copenhagen Trade Fair. 2 Trommesalen.
Oct. 15-31. Cabinet Makers Assn. Exhibition. 41 Gronnegade.
Nov. 12-21. Int'l Tools & Machine Exhibition—ITEM. Blaagaardsgade 17.
June 23-July 3, 1966. Int'l Food Exhibition. Danish AIDA Committee, 2 Trommesalen.
Feb. 17-26, 1967. Technical Trade Fair (Heating, Ventilation, Sanitation Equip.) Udstillingshallen Forum A/S, Julius Thomsens Plaads.
Apr. 7-16, 1967. Int'l. Exhibition for Automobile Repair & Workshop Equip. Udstillingshallen Forum A/S, 1 Julius Thomsens Plaads.
Apr. 27-May 5, 1967. Int'l. Packaging Fair NORDPACK. Secretariat, Int'l. Emballage-Messe, Blaagaardsgade 17.

Fredericia

Oct. 15-31. Furniture Fair. 174 Norebrogade.

POWER TOOL DEMONSTRATION at the Barcelona Trade Fair now showing to thousands of Spanish visitors finds the U.S. Pavilion a popular attraction. Metal working equipment is being shown in Spain by 38 U.S. firms at the Metal Working Equipment Show. Eleven of the firms are new to the Spanish market.

Herning

Sept. 2-12. Crafts & Industry Exhibition. Herning-Hallen A/S, 26 Ostergade.
Oct. 22-31. Danish Horticultural Show. Herning-Hallen A/S.

Odense

Oct. 15-24. Industrial Trade Fair. Fyens Forum.

El Salvador

San Salvador

**Nov. 5-Dec. 4.* El Salvador Int'l. Fair. Cultural, agricultural and industrial. Fair Management.

Finland

Helsinki

Sept. 17-29. Finnish Industries Fair. General. Toolo, Helsinki.
Sept. 1966. Int'l. Trade Fair. General. Toolo, Helsinki. Biennial.
Feb. 10-19, 1967. Boat & Camping Exhibition. Suomen Messut, Toolo, Helsinki.

Joensuu

Aug. 14-22. North Karolian Trade Fair Chamber of Commerce, Joensuu, Karjalantalo.

Salo

July 30-Aug. 8. Salo Trade Fair. Salon Seudun Elinkeinomessut.

France

Besancon

Sept. 4-13. Int'l. Timepiece Exhibition. Chambre de Commerce, 54 Grande Rue.

Bordeaux

June 1966. Int'l. Trade Fair. General. 12 Place de la Bourse.

Cannes

May 25-June 4, 1966. Int'l Salon of Light Airplane. 18 Bd. Maillot.

Dijon

Oct. 29-Nov. 11. Dijon National Fair. Bourlvard de Champagne.

Lille

Apr. 1966. Int'l. Trade Fair. General. Grand Palais.

Limoges

May 1966. Limoges Exposition & Trade Fair. General. 52 rue Montmoiller.

Lyon

Oct. 2-5. Int'l. Furniture Salon—MEUROPAM. Consumer furniture items. Palace of Engineering, Quai A. Legnon. (held concurrently with PROMEUROPAM)

Oct. 2-5. Int'l. Furniture Salon—PROMEUROPAM. Furniture supplies & equipment. Palace of Engineering, Quai A. Legnon.

Feb. 20-26, 1966. Int'l. Toys and Games Exhibition. Quai Achille-Lignon, Lyon 6e.

Mar. 26-Apr. 4, 1966. Int'l. Trade Fair. General. Palais de la Foire, Quai A. Lignon.

Apr. 1966. Camping & Sporting Goods Exhibition. 60 rue de la Victoire, Paris.

Marseille

Sept. 23-Oct. 4. Int'l. Trade Fair. General. Parc Chanot.

Metz

Sept. 29-Oct. 10. Int'l. Trade Fair. General. 1 Avenue de l'Amphitheatre.

Montpellier

Oct. 9-19. Int'l. Vine & Wine Fair. 11 bis rue de la Loge.

Nice

Mar. 3-14, 1966. Int'l. Fair of Nice. Tourism. 8, Place Massena.

Oyonnax

May 25-31, 1966. Int'l. Plastics Fair. Hotel de Ville.

Paris

Sept. 9-19. Int'l. Show of Radio & Television. 16 Rue de la Presles.

Sept. 10-15. Int'l. Leather Exhibition. 2 rue Edouard VII.

Sept. 12-15. Int'l. Confectionery Show. 48 Avenue de Villiers.

Sept. 12-20. Jewellery & Goldsmith's Arts & Fancy Goods. 10 Rue Charlot. Semi-annual.

Oct. 2-11. Int'l. Retail Trades Equipment Show. 42 rue du Louvre.

Oct. 6-16. Int'l. Automobile & Cycle Show. Grand Palais Porte J.

Oct. 14-23. Int'l. Office Equipment Fair. 6 Place de Valois.

Oct. 14-25. Int'l. Technical Exhibition of Hotel & Catering Equipment. 13 rue de Liege.

Oct. 30-Nov. 2. Camping & Fishing Int'l. Exhibit. 149 rue St. Honore.

Oct. 31-Nov. 14. Children's Show. 11 rue Anatole de la Forge.

Nov. 5-15. Int'l. Laundry, Dyeing & Dry Cleaning Equipment Exhibition. Teinturerie 80 blvd. Malesherbes. Biennial.

Nov. 6-9. Children's Clothing Show. 11 rue Anatole de la Forge.

Nov. 6-11. Women's Ready to Wear Show. 23 rue Notre-Dame-Des Victories. Semi-annual.

Nov. 18-25. Int'l. Building Exhibition—BATIMAT. 1 Avenue Niel. Biennial.

Feb. 13-15, 1966. Men's & Boys' Apparel Show. 8, rue de Richelieu.

Feb. 28-Mar. 20, 1966. Domestic Arts Exhibition. 15 Avenue de la Division Leclerc a Puteaux.

Mar. 10-15, 1966. Int'l. Sound Festival—SIERE. 16 rue de Presles.

May 20-30, 1966. Europlastique Trade Fair. 10 rue du Mont Thabor.

May 1966. Mechanical & Electrical Machinery & Plant Equipment. S.P.O.S.I.T., 40 rue du Colisee.

May 1966. Int'l. Trade Fair. General. 23 rue Notre-Dame des Victoires.

May 1966. Int'l. Exhibition of Public Works & Construction Equip.—EXPOMAT. 1 Ave. Niel.

June 1966. Exhibition of Art Workshops. 13 rue des Petites Ecuries.

Strasbourg

Sept. 2-13. European Fair. 29 Avenue Franklin Roosevelt.

Germany

Berlin

Aug. 28-31. German Soap Fair. 5-15 Masurenalle, Berlin-Charlottenburg 9.

Sept. 22-Oct. 3. German Industries Exhibition. General. Hammarskjoldplatz 1-7.*

Oct. 23-27. Dairy & Food Fair. Friedrichstrasse 31.

Jan. 28-Feb. 6, 1966. Agricultural Machinery Fair—Greenweek. Hammarskjoldplatz 1-7.

June 6-11, 1967. Water Berlin Congress & Exhibition. Water purification. Berlin eV.

Cologne

**July 10-18.* Int'l. Meat Machinery & Equipment Exhibition. P.O. Box 140, 5 Koln-Deutz.

Aug. 26-29. Exhibition of Clothing Manufacturing Machines. P.O. Box 140, 5 Koln-Deutz.

Aug. 27-29. Men's Fashion Week. P.O. Box 140, 5 Koln-Deutz.

Sept. 10-12. Int'l. Trade Fair. Household goods & hardware. P.O. Box 140, 5 Koln-Deutz. Semi-annual.

Sept. 25-Oct. 3. General Provisions & Fine Foods Exhibition—ANUGA. Messengelande. Biennial.

Oct. 14-17. Int'l. Lingerie & Foundations Garments Trade Fair. P.O. Box 140, 5 Koln-Deutz.

Oct. 15-17. Int'l. Babies' & Children's Fair. P.O. Box 140, 5 Koln-Deutz. Semi-annual.

Oct. 24-26. Int'l. Fair for Sporting Goods, Camping Equipment SPOGA. P.O. Box 140, 5 Koln-Deutz.

Jan. 25-30, 1966. Int'l. Furniture Fair. P.O. Box 140. Biennial.

Mar. 3-6, 1966. Int'l. Trade Fair. Household goods & hardware. P.O. Box 140, 5 Koln-Deutz. Semi-annual.

Oct. 1-9, 1966. Int'l. Photographic & Motion Picture Exhibition—PHOTOKINA. P.O. Box 140, 5 Koln-Deutz.

Duesseldorf

Sept. 17-20. Sales & Fashion Week of Ladies' Outer Garments Industry—IVM. Messegelande. Quarterly.

**Oct. 13-19.* Int'l Congress & Exhibition of Measuring Instruments & Automation—INTERKAMA. Messegelande.

Nov. 7-11. Sales & Fashion Week of the Ladies' Outer Garments Industry—IVM. Messegelande. Quarterly.

May 12-18, 1966. Int'l Packaging & Confectionery Machinery Fair—INTERPACK. Ehrenhof 4. Triennial.

June 11-15, 1966. EUROSHOP 66. Supermarket and store equipment. Fair Management.

Aug. 20-28, 1966. Int'l Foundry Trade Fair—GIFA. Ehrenhof 4.

Int'l Trade Fair for Plastics—KUNSTSTOFFE. Ehrenhof 4. (next show 1967).

Int'l Printing & Paper Fair—DRUPA. Messegelande. Quadrennial. (next show 1967).

Essen

**Sept. 25-Oct. 3.* Welding & Cutting Exhibition. Norbertstrasse 2. Irregularly.

Frankfurt

Aug. 29-Sept. 2. Frankfurt Int'l Fair. General. P.O. Box 7726, Friedrich Ebert Anlage 57. Semi-annual.

Sept. 16-26. Int'l Automobile Exhibition. P.O. Box 725347, Westendstrasse 51. Biennial.

Oct. 13-18. Int'l Book Fair. P.O. Box 3914.

Nov. 23-26. Interstoff Fair. Clothing & textiles. Friedrich Ebert Anlage 57, P.O. Box 7726. Semi-annual.

Feb. 27-Mar. 3, 1966. Frankfurt Int'l Fair. General. P.O. Box 7726, Friedrich Ebert Anlage 57. Semi-annual.

Mar. 20-27, 1966. Gas Station & Garage —INTERTAGE. Friedrich Ebert Anlage 57.

Mar. 30-Apr. 3, 1966. Frankfurt Fur Fair. Borsenstrasse 6.

June 7-10, 1966. Interstoff Fair. Clothing & textiles. Friedrich Ebert Anlage 57, P.O. Box 7726. Semi-annual.

Friedrichshafen

Oct. 1-10. Int'l Boating Exhibition. Margaretenstrasse 11.

Hamburg

Sept. 11-12. North German Textiles & Clothing Fair. Planten und Blomen, Ausstellungspark der Freien und Hansestadt. Semi-annual.

Hannover

Apr. 30-May 8, 1966. Hanover Fair. General. Messegelande.

Nov. 1966. Int'l Building Exhibition—CONSTRUCTA II. Prefabricated components. Deutsch Messe- und Ausstellungs AG.

Munich

June 25-Oct. 3. Int'l Transportation & Communications Exhibition. Theresienhohe 14.

Oct. 20-26. ELECTRONICA. Electric components. Int'l Electronic Assn., Frankfurt Main. Two to three years.

Mar. 19-27, 1966. German Construction Machine Exhibition—BAUMA. Muenchen 12, 18 Theresienhoehe.

HOW TO CUT COSTS and increase efficiency was emphasized by the U.S. at Uruguay fair earlier this year. About 410,000 visitors flocked in to see the displays and demonstrations of 17 manufacturers.

May 12-22, 1966. Int'l Small Enterprise Fair. Handicrafts. 8000 Muenchen 12, 14 Theresienhoehe.

Sept. 17-26, 1966. Int'l Exhibition of Groceries & Delicatessen—IKOFA 8 Muenchen 12, 13 Theresienhoehe.

Nuremburg

Oct. 30-Nov. 7. Inventors & Novelties Exhibition. Deutscher Erfinderring e.V., Fromannstrasse 19.

Feb. 13-18, 1966. Int'l Toy Fair. 24 Berliner Platz.

Offenbach

Aug. 28-Sept. 2. Int'l Leather Goods Fair. Kaiserstrasse 108. Semi-annual.

Feb. 26-Mar. 2, 1966. Int'l Leather Goods Fair. Kaiserstrasse 108. Semi-annual.

Aug. 27-Sept. 1, 1966. Int'l Leather Goods Fair. Kaiserstrasse 108. Semi-annual.

Saarbrucken

May 1966. International Trade Fair—SAAR FAIR. Messegelande 66 Saarbrucken.

Stuttgart

Aug. 27-Sept. 5. German Radio Exhibition. P.O. Box 990.

Sept. 14-19. Int'l Dental Show & Congress. P.O. Box 990.

Oct. 22-Nov. 1. Int'l Hotel & Restaurant Trade Fair. P.O. Box 990. Triennial.

Mar. 30-Apr. 3, 1966. Int'l Oil & Gas Heating Fair—INTHERM. P.O. Box 990.

Wiesbaden

1966 Spring. Int'l Sport Articles Special Fair. Langgasse 17, P.O. Box 2034.

Great Britain

Birmingham

July 6-17. Do-it-Yourself Exhibition. Lintex Ltd., 226 Grand Bldgs., Trafalgar Sq., London, W.C. 2.

Sept. 29-Oct. 23. Ideal Home Exhibition. Birmingham Post & Mail Ltd., Cannon Street.

Blackpool

Oct. 19-23. Int'l Shoe Repairers' Exhibition. Spencer House, South Place, London, E.C. 2.

Oct. 25-27. Meat Traders Exhibition. 29 Linkfield Lane, Redhill, Surrey.

Jan. 17-20, 1966. Int'l Slipper Fair. Spencer House, South Place, London E.C. 2.

Jan. 31-Feb. 4, 1966. Int'l Gifts & Fancy Goods Fair. St. Dunstan's House, Carey Lane, London, E.C. 2.

Feb. 21-26, 1966. Northern Hotel & Catering Trades Exhibition. Exhibitions Ltd., Bostel House, Brighton, Sussex.

Brighton

July 16-24. Antiques Fair. 174a Kensington Church Street, London, W. 1.

Aug. 12-20. Int'l Brewers & Allied Trades Exhibition. Viceroy House, 25 Ship Street.

Sept. 15-19. Int'l Cycle & Motor Cycle Show. Starley House, Eaton Road, Coventry.

Sept. 28-Oct. 1. Medical Electronic & Instruments Exhibition. Ashbourne House, Alberon Gardens, London.

Jan. 30-Feb. 3, 1966. British Toy Fair. 94 Hatton Garden, London E.C. 1.

Feb. 28-Mar. 3, 1966. Smallwares Trade Fair. 1, Dorset Buildings, Salisbury Sq., London.

Grimsby

Sept. 4-11. Great Grimsby Exhibition. Frozen foods. Fishing industry light and heavy industries. 11 Town Hall Street.

Harrogate

July 13-15. Great Yorkshire Show. Shipton Road, Cliftonfield, York, Yorkshire.

July 19-22. Gift Fair. Hagg Street, Colne, Lancs.

Sept. 7-10. Northern Floor Coverings Fair. Commonwealth House, 1-19 New Oxford Street, London, W.C. 1.

Sept. 9-16. Northern Antique Dealers' Fair. 408-410 Leeds Road, Bradford 3, Yorks.

Jan. 8-13, 1966. Int'l Toy Fair. Finsbury Court, Finsbury Pavement, London E.C. 2.

Leeds

Oct. 6-16. Yorkshire Food Fair. Queens Hall, Sovereign Street.

Mar. 1-3, 1966. Engineering Industries Exhibition. 7 Park Square.

Mar. 21-25, 1966. Business Efficiency Exhibition. 64 Cannon Street, London, E.C. 4.

Sept. 28-Oct. 8, 1966. Beer, Wines & Spirits Trade Fair. Modern Exhibition Services Ltd., Queens Hall, Sovereign Street.

London

July 8-17. Exhibition of Minning Machinery. 3/4 Clements Inn.

July 26-31. Int'l Security Exhibition. 3/4 Clement's Inn.

Aug. 11-21. Int'l Sports Festival & Exhibition. Loyalty House, 7 Ship Tavern Passage.

Aug. 25-Sept. 4. Int'l Radio & Television Exhibition. 59 Russell Square.

Sept. 3-18. Int'l Handicrafts, Homecrafts & Hobbies Exhibition. Dingwall Avenue.

Sept. 7-11. Medical Exhibition. Walmar House, 288 Regent Street. Biennial.

Sept. 13-17. Int'l Watch & Jewelry Trade Fair. Commonwealth House, 1-19 New Oxford Street.

Sept. 13-17. Engineering Materials & Design Exhibition. Commonwealth House, 1-19 New Oxford Street. Biennial.

Oct. 3-8. Fashion in Footwear Exhibition. Commonwealth House, 1-19 New Oxford Street.

Oct. 4-7. Shoes for Spring Exhibition. 22 Gilbert Street.

Oct. 4-13. Business Efficiency Exhibition. 64 Cannon Street.

Oct. 12-14. Engineering Display. 9 Seymour Street.

Oct. 20-30. Int'l Motor Exhibition. Forbes House, Halkin Street.

Oct. 26-29. Royal Dairy Show. 17 Devonshire Street.

Nov. 15-19. British Sports & Trade Fair. Exhibition House, Spring Street.

Nov. 15-20. Industrial Photographic & TV Exhibition. Commonwealth House, 1-19 New Oxford Street, Biennial.

Nov. 15-20. Factory Equipment Exhibition. Commonwealth House, 1-19, New Oxford Street.

Nov. 17-Dec. 1. Building Exhibition. 11 Manchester Square. Biennial.

Dec. 6-10. Royal Smithfield Show & Agricultural Machinery Exhibition. Forves House, Halkin St.

Dec. 8-10. Int'l Poultry Show. Dorset House, Stamford St.

Dec. 13-16. Wholesale Buyers' Gift Fair. Trade Promotion Services Ltd., St. Dunstan's House, Carey Lane.

Dec. 29-June 8, 1966. National Camping & Outdoor Life Exhibition. Trade Exhibitors Ltd., Exhibition House, Spring St.

Jan. 5-15, 1966. Int'l Boat Show. 44 Great Queen St.

Jan. 18-27, 1966. Int'l Hotel & Catering Exhibition. 1 Dorset Buildings, Salisbury Square.

Jan. 31-Feb. 4, 1966. Int'l Furniture Exhibition. 17 Berners St.

Feb. 14-18, 1966. Int'l Domestic Lighting Exhibition. Exhibitions Ltd., 35 Dover St.

Feb. 28-Mar. 4, 1966. Int'l Men & Boys' Wear Exhibition—IMBEX. Commonwealth House, 1-19, New Oxford St.

Feb. 28-Mar. 4, 1966. Int'l Carpet, Linoleum & Floor Coverings Fair & Carpet Production Exhibition. 1-19 New Oxford St.

Mar. 1-26, 1966. Ideal Home Exhibition. Harmsworth House, Bouverie St.

Mar. 23-30, 1966. Electrical Engineers Exhibition. Museum House, 25 Museum St. Biennial.

Apr. 14-22, 1966. Int'l Heating, Ventilating & Air Conditioning Exhibition.—HEVAC. Industrial Exhibitions Ltd., 9 Argyll St. Biennial.

Apr. 18-22, 1966. Int'l Pipes & Pipelines Exhibition. Technical Exhibitions Ltd., 3/4 Clement's Inn. Biennial.

Apr. 18-22, 1966. Int'l Industrial Finishes Exhibition. Technical Exhibitions Ltd., 4 Clement's Inn.

Apr. 25-29, 1966. Int'l Hardware Trades Fair. 9 Castle Place, High Wycombe, Buckinghamshire.

April 1966. Int'l Compressed Air and Hydraulic Exhibition. Commercial Exhibitions Ltd., St. Richards House, Eversholt St. Biennial.

Apr. 1966. Int'l Clothing Trade Exhibition. Racquet Court, Fleet St. Biennial.

Apr. 1966. Int'l Audio Festival & Fair. Audio Fairs Ltd., 42 Manchester St.

May 2-11, 1966. Gauge & Tool Exhibition. Standbrook House, 2/3 Old Bond St.

May 10-20, 1966. Int'l Mechanical Handling Exhibition & Materials Handling Convention. Dorset House, Stamford St. Biennial.

May 23-28, 1966. Instruments, Electronics & Automation Exhibition. 9 Argyll St. Biennial.

May 1966. Footwear Components Exhibition. Trade Fairs & Promotions Ltd., Commonwealth House, 1-19 New Oxford St.

June 15-24, 1966. Int'l Chemical & Petroleum Engineering Exhibition. 1/19 New Oxford St. Quadrennial.

June 1966. Antique Dealers' Fair & Exhibition. Grosvenor House, Park Lane.

July 14-23, 1966. Int'l Laundry, Dry Cleaning & Allied Trades Exhibition. 1/19 New Oxford St. Quadrennial.

Sept. 12-16, 1966. Fluid Power Int'l Exhibition. The Tower, Shepherds Bush Road. Biennial.

Sept. 23-Oct. 1, 1966. Int'l Commercial Motor Transport Exhibition. Forbes House, Halkin St. Biennial.

Oct. 3-12, 1966. Business Efficiency Exhibition. 64 Cannon St.

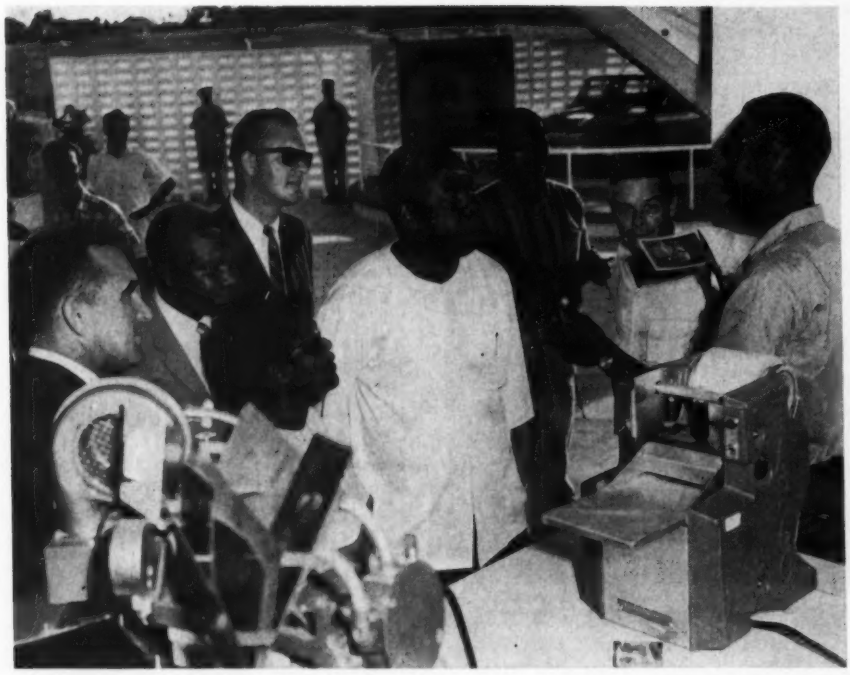
Oct. 24-28, 1966. Int'l Timber Exhibition —TIMBEX. Exhibition House, Spring St.

Nov. 14-19, 1966. Public Works & Municipal Services Congress & Exhibition. 3 Clement's Inn. Biennial.

Nov. 1966. Int'l Cycle & Motorcycle Show. Starley House, Eaton Road, Coventry. Biennial.

April 1967. London Int'l Engineering Exhibition. Commonwealth House, 1-19 New Oxford Street. Biennial.

May-June 1967. Int'l Hospital Equipment



VISITORS WATCH A DEMONSTRATOR laminate a photograph at the U.S. exhibition in Dar-es-Salaam.

& Medical Services Exhibition. Walmar House, 288 Regent Street. Biennial.

June 1967. Int'l Filtration Exhibition—FILTECH/65. 10 Peaks Hill, Purley, Surrey. Biennial.

Manchester

Sept. 7-18. Food, Cookery & Catering Exhibition. Provincial Exhibitions Ltd., City Hall, Deansgate.

Sept. 28-Oct. 2. Electronics, Instruments & Components Exhibition. Pennine House, 78 Shaw Road, Rochdale.

Oct. 19-23. Northern Bakers' & Confectioners Exhibition. Trades' Markets & Exhibitions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C. 1.

Nov. 9-20. Do-it-yourself & Hobbies Exhibition. Provincial Exhibitions Ltd., City Hall, Deansgate.

May 10-21, 1966. Grocers' and Allied Trades Exhibition. 393 Corn Exchange. Biennial.

March 8-26, 1966. Brighter Homes Exhibition. City Hall, Deansgate.

Oct. 11-22, 1966. Building Trades Exhibition. Provincial Exhibitions Ltd., City Hall, Deansgate.

Greece

Thessaloniki

Sept. 5-26. Int'l Fair of Thessaloniki. General. Thessaloniki.*

Iraq

Baghdad

**Nov. 1-28.* U.S. National Exhibition. Petro-chemical utilization and by-products in retail trade, light industry & agriculture. U.S. Department of Commerce, Washington, D.C.*

Ireland

Belfast

Sept. 1-18. Ideal Home Exhibition. 19 Compton Terrace, London, England.

Israel

Tel Aviv

June 14-July 6, 1966. Near East Int'l Fair. General. P.O. Box 3259. Biennial.

Italy

Ancona

June 1966. Int'l Fair of Fishing & Related Industries. Chamber of Commerce, Fiera di Ancona.

Bari

Sept. 7-20. Int'l Levant Fair. General. Ente Autonomo Fiera del Levante.

Bolzano

Sept. 17-27. Int'l Sample Fair. General. C.P. 297, Via Roma 18.

Florence

July 18-19. Italian Fashion Show. Pith Palace.

Apr.-May 1966. Int'l Handicraft Fair. Piazza della Liberta 1.

Genoa

Oct. 30-Nov. 7. Int'l Aeronautics Show. Genoa International Fair, Piazzale J. F. Kennedy.

Oct. 30-Nov. 7. Int'l Communications Fair. Genoa International Fair, Piazzale J. F. Kennedy.

Feb. 1966. Int'l Boat Show & Int'l Show for Camping Caravans. Genoa International Fair, Piazzale J. F. Kennedy.

Messina

Aug. 8-22. Int'l Samples Fair. General. Viale della Liberta.

Milan

Sept. 4-7. Int'l Exhibition of Household Goods. Via Donizetti 30.

Sept. 4-12. Radio & TV National Show. Via Luciano Manara No. 1.

Sept. 24-Oct. 2. Int'l Office Machines & Equipment Show—SMAU. Piazza Belgioloso 1.

Oct. 9-17. Int'l Plastics Fair—PLAST 65. Union Plast, Viale Teodorica 19.

Oct. 16-24. Italian Chemical Equipment Exposition. Via D. da Settignano 13.

Nov. 18-21. Int'l Textile Market for the Clothing Trade—MITAM. Galleria S. Babila 4/D. Semi-annual.

Nov. 1966. Instrumentation and Automation Exhibition-Conference. Assn. of Scientific & Technical Companies of Milan, Via Politecnico. Biennial.

Palermo

May 1966. Int'l Mediterranean Fair. General. Fiera del Mediterraneo Campionaria.

Padua

June 1966. Int'l Samples Fair. General. Fiera di Padova, Via N. Tommaseo 59.

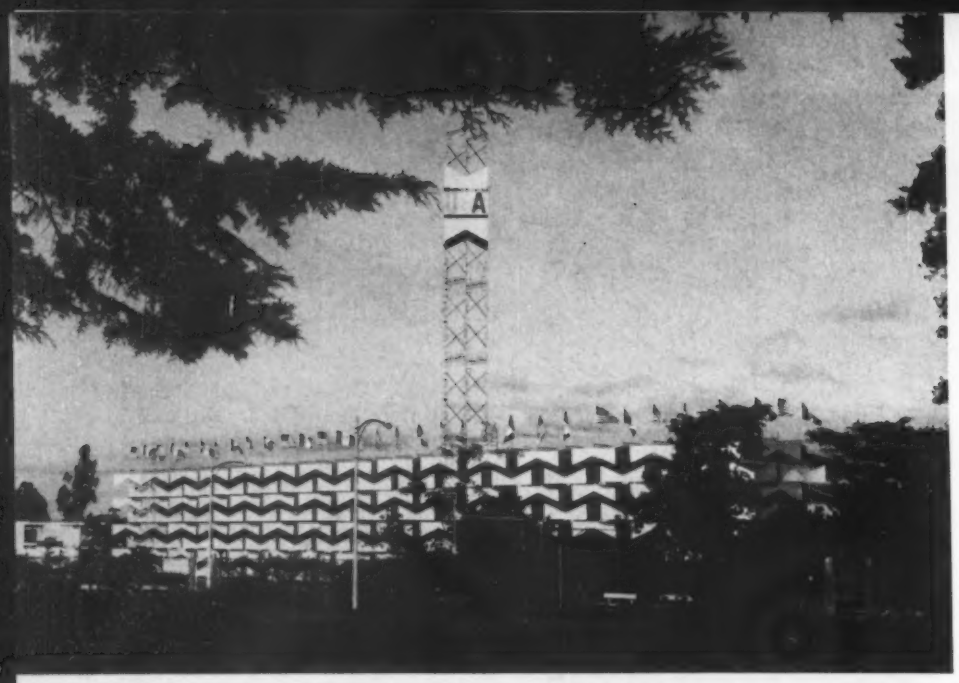
Parma

Sept. 20-30. Int'l Fair for Preserved Food & Packing. Via Cavestro 3.

Rome

Sept. 22-28. Int'l Congress & Exhibition of Radiology. Via Reno 21.

June 1966. Int'l Electronic & Nuclear Energy Exhibition & Congress. Via Crescenzio 9.



ELECTRONIC AIDS FOR classrooms, labor-saving machines for farms get attention at Guatemala fair.

Trieste

June 1966. Int'l Trade Fair. General. Viale Ippodromo 18.

Turin

Sept. 9-12. Int'l Ready-to-Wear Clothing Mart—SAMIA. Corso Massimo d'Azeglio 15.

Sept. 23-Oct. 6. Int'l Technical Expositiin Corso Galileo Ferraris 60.

Nov. 3-14. Int'l Motor Show. 61 Corso Galileo Ferraris.

Mar. 18-31, 1966. Int'l Household Equipment & Supply Show. 15, Corso Massimo d'Azeglio.

June 4-12, 1966. Int'l Aeronautical Exhibition. Corso Massemo d'Azeglio 15—291 Boulevard Raspail.

Verona

Feb. 2-7, 1966. Int'l Exhibition of Earth-Moving & Building Machinery. Casella Postale 199, Vialedel, Lavoro.

Mar. 13-21, 1966. Int'l Agricultural Fair. Palazzo del Pallone.

Japan

Osaka

Apr. 9-29, 1966. 7th Osaka Int'l Trade Fair. General. Osaka Int'l Trade Fair Commission, Honmachi-Bashi, Higashi-ku, Biennial.

Tokyo

Oct. 29-Nov. 11. Tokyo Motor Show. Kishimoto Bldg., 18, 2-chome Marunouchi, Chiyoda'ky.

Apr. 1967. Tokyo Int'l Trade Fair. General. Tokyo Metropolitan Government, 1, 3-chome, Marunouchi, Chiyoda-ku. Biennial.

Kenya

Nairobi

Sept. 29-Oct. 2. Royal Agricultural Show. P.O. Box 30176.

Luxembourg

Luxembourg

Aug. 28-Sept. 6. Furniture Fair. 41 rue Glesener.

Malaya

Singapore

**Dec. 5-15.* Singapore Machine Tool Exhibition. Economic Development Board.

Malta

Valletta

July 1-15, 1966. Int'l Trade Fair. General. Exchange Buildings.

Morocco

Casablanca

Apr. 1966. Casablanca Int'l Fair. Rue Jules Mauran.

Netherlands

Amsterdam

Sept. 6-14. INTER DECOR Trade Fair. Textiles for home furnishings. Royal Netherlands Industries Fair, Vredenburg, Utrecht.

Sept. 16-26. Int'l FIRATO Exhibition. Radio, TV & electronics. Minervalaan 82. Biennial.

Jan. 17-22, 1966. Agricultural Implement Exhibition—Het Landbouwwerktuig. R.A.I. Gebouw N.V. Europaplein 8. Biennial.

Feb. 1966. Int'l Exhibition of Commercial vehicles. R.A.I. Europlein 8.

Apr. 15-24, 1966. Int'l Household Fair. No. 94, Gerrit van de Veenstraat.

Apr./May 1967. Int'l Packaging Exhibition—MACROPAK. Royal Netherlands Industries Fair, Vredenburg, Utrecht.

The Hague

Sept. 28-Oct. 8. Ideal Home Exhibit. Maurilskade 49.

Utrecht

Sept. 6-14. Utrecht Int'l Trade Fair. Consumer goods. Royal Netherlands Industries Fair, Vredenburg.

Sept. 14-22. HET Instrument. Sparrenlaan 2, Soest. Biennial.

**Oct. 13-20.* Machinery and Equipment Fair—MACHEVO. Royal Netherlands Industries Fair, Vredenburg. Biennial.

Nov. 8-13. Furniture & Furnishings Trade Fair. Royal Netherlands Industries Fair, Vredenburg. Biennial.

April 25-29, 1966. ROKA Foodstuff Exhibition. Royal Netherlands Industries Fair, Vredenlrug. Biennial.

Oct. 19-26, 1966. Int'l Plastics Fair—MACROPLASTIC. Royal Netherlands Industries Fair, Vredenburg.

Niger

Niamey

Dec. 10-20. Int'l Fair of Niamey. Secretariat General, Niamey, Niger.

Norway

Trondheim

Aug. 19-29. Int'l Fisheries Fair. Norges Varemesse, P.O. Box 130. Skoyen, Oslo 2.

Pakistan

Karachi

Mar. 5-Apr. 15, 1966. Pakistan Trade Fair. Farid Chambers, Victoria Road.

Peru

Lima

**Oct. 30-Nov. 14.* Pacific Int'l Trade Fair. Apartado 4900.

Poland

Poznan

Sept. 12-19. National Autumn Fair. ul. Glogowska 14.

Scotland

Glasgow

Sept. 7-11. National Domestic Heating & Insulation in the Home Exhibition. Clarke & Rhodes Ltd., 11-13 Bridge Street West, Manchester 3, England.

Apr. 19-30, 1966. Scotland's Food Exhibition. City Hall, Deansgate, Manchester.

Sept. 12-16, 1966. Scottish Licensed Caterers & Allied Trades Exhibition. Renova Exhibitions Ltd., 24 Middle Street, Brighton, Sussex, England.

Somalia

Mogadiscio

Sept. 28-Oct. 12. Int'l Somalia Fair. P.O. Box 27. Biennial.

South Africa, Republic of

Johannesburg

Sept. 13-18. Instrument & Automation Exhibition. 409 Netherlands Bank Bldg., 80 Fox Street.

Sept. 15-22. Nuclear Scientific & Electronic Exhibition. Electra 65. Instrument & Control Society of South Africa, P.O. Box 2900.

Spain

Barcelona

Nov. 6-21. Housekeeping, Decoration, Hotel & Gastronomy Exhibition. Av. Maria Cristina.

June 1-15, 1966. Int'l Samples Fair. General. Palacio No. 1, Maria Cristina.

Bilbao

Aug. 14-29. Bilbao National Trade Fair. Apartado 468.

Mar. 3-12, 1966. Technical Fair of the Electrical Industry & Mechanical Handling Equipment. Foundry equipment, machines, installations and materials for casting. Feria de Muestrasde Bilbao, Apartado 468.

Mar. 3-12, 1966. Technical Machine Tool Fair. Feria de Muestras de Bilbao, Apartado 468.

Elda

Sept. 1-9. Int'l Shoe Industry Fair of Elda. Fair Management, Elda.

Zaragoza

Oct. 3-17. Zaragoza National Samples Fair. 18 Pral., Don Jaime 1.

Surinam

Paramaribo

Sept. 30-Oct. 12. Surinam Trade Fair. Gravenstraat 7.

Sweden

Goteborg

Sept. 4-12. Household of Today. Svenska Massan, Box 3067.

Oct. 29-Nov. 7. Int'l Fishery Fair. Swedish Trade Fair, P.O. Box 12484. Biennial.

Jan. 19-23, 1966. Scandinavian Lighting Fair. Svenska Massan, Box 3067.

Feb. 1966. Swedish Boat Show. Kristellvagen 9, Hagersten.

May 1966. Int'l Swedish Industries Fair. Postgiro 12484.

Jonkoping

June 1966. European Agricultural & Industrial Fair ELMIA. Elmia's Sekretariat, Rosenlundshallen.

Geneva

Mar. 1966. Int'l Automobile Show. 5 rue Jacques-Balmat.

Malmo

June 3-12, 1966. Swedish Samples Fair. General. P.O. Box 19015.

Stockholm

Sept. 1-12. St. Erik's Fair. Consumer goods. Lindingovagen 16-18.

**Oct. 1-7.* Technical Fair. Capital goods. Lindingovagen 16-18.

Mar. 17-28, 1966. Int'l Boat Show. "Allt for Sjon" Fack, Stockholm 28.

Aug. 31-Sept. 11, 1966. St. Erik's Fair. Consumer goods. Lindingovagen 16-18.

Switzerland

Basle

Aug. 29-31. Int'l Hardware Trade Exhibition—INTERFEREX. Talstrasse 66, 8001, Zurich. Biennial.

**Sept. 7-11.* Int'l Exhibition of Industrial Electronics—INEL. Schweizer Mustermesse, P.O. Box 4001.

Feb. 8-17, 1966. Int'l Mechanical Handling Exhibition. Schweizer Mustermesse.

April 16-26, 1966. Swiss Industries Fair. P.O. Box 4000.

May 13-22, 1966. Int'l Bakery & Confectioners Exhibition. P.O. Box 4000.

June 24-28, 1966. European Educational Materials Fair—DIDACTA. Schweizer Mustermesse, Basle 21.

Sept. 8-14, 1966. Int'l Nuclear Industries Fair—NUCLEX 66. Secretary, NUCLEX 66.

Oct. 17-22, 1966. Int'l Congress & Exhibition of Laboratory Measurement & Automation Techniques in Chemistry —ILMAC. Schweizer Mustermesse.

Bern

Nov. 11-21. Modern Living—MOWO. Thunstrasse 72.

Geneva

Oct. 28-Nov. 7. Ideal Home Exhibition. 1 rue du Temple Case Postale.

Mar. 10-20, 1966. Int'l Automobile Show. 5 rue Jacques-Balimat.

Lausanne

Sept. 11-26. Swiss National Autumn Fair. 64 Ave. de Bellerive.

Zurich

Aug. 26-31. Radio & TV Exhibition—FERA. Edenstrasse 20.

Sept. 23-Oct. 3. Harvest Show—ZUSPA. Nordstrasse 20, 8006, Zurich.

Mar. 13-17, 1966. Gas Turbine Conference & Products Show. Reisenbureau A. Kuoni A.G., Bahnhofplatz 7.

June 1966. Swiss Import Fair. ZUSPA, Nordstrasse 20, Zurich 6.

Syria

Damascus

Aug. 25-Sept. 20. Damascus Int'l Fair. 67, Baghdad Avenue.

Thailand

Bangkok

Nov. 17-Dec. 10, 1966. First Asian Int'l Trade Fair. Fair Management.

Tunisia

Tunis

April/May 1966. Tunis Int'l Fair. Avenue Mohamed V. Biennial.

Turkey

Izmir

Aug. 20-Sept. 20. Izmir Int'l Fair. General. Kulturpark.*

Yugoslavia

Ljubljana

Aug. 27-Sept. 15. Int'l Wine Fair. Titova 50.

Oct. 2-10. Int'l Fair of Modern Electronics. Radio & telecommunications. Titova 50.

Zagreb

**Sept. 9-19.* Int'l Trade Fair. General. Aleja Borisa Kidrica b.b. Semi-annual.

Apr. 16-24, 1966. Int'l Trade Fair. General. Aleja Borisa Kidrica b.b. Semi-annual.

Sept. 10-25, 1966. Int'l Trade Fair. General. Aleja Borisa Kidrica b.b. Semi-annual.

United States

April

21-Oct. 17. New York World's Fair, 64-65. New York. Box 270 Flushing Meadow Park, Flushing, N.Y.

July

12-16. National Housewares Exhibit, Chicago, National Housewares Manufacturers Assn., 1130 Merchandise Mart, Chicago, Ill.

18-21. Washington Gift Show. Washington, D.C. 220 Fifth Avenue, New York, N.Y.

25-28. Gift & Jewelry Show. New Orleans. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill.

25-30. California Gift Show. Los Angeles. Trade Shows, Inc., 3510 Council Street, Los Angeles, California.

August

1-3. Memphis Cotton States Gift & Jewelry Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill.

1-5. National Jewelry Trade Show. New York. 711 - 14th Street, N.W., Washington, D.C.

1-5. National Notion & Novelty Show. New York. 286 Fifth Ave., New York, N.Y.

15-18. National Fancy Food & Confection Show. New York. 331 Madison Ave., New York, N.Y.

21-25. Houston Cosmetic & Gift Show. Houston, Texas. 625 Wilson Bldg., Dallas, Texas.

22-25. Minneapolis Gift & Jewelry Show. Minneapolis. 6 E. Monroe St., Chicago, Ill.

24-27. Western Electronic Show & Convention. San Francisco. 3600 Wilshire Blvd., Los Angeles, Calif.

29-Sept. 1. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif.

29-Sept. 2. Public Works Congress & Equipment Show. Los Angeles. 1313 East 60th Street, Chicago, Ill.

29-Sept. 9. Indiana State Fair. Indianapolis. Int'l Building, State Fair Grounds, Indianapolis, Indiana.

30-Sept. 2. American Hospital Assn. Exhibition. San Francisco, 3016 Prudential Plaza, Chicago, Ill.

September

1-12. California State Fair & Exposition. Sacramento. Box 2036, Sacramento, Calif.

5-8. Miami China, Glass, Gift, Jewelry & Stationery Show. Miami. 6 East Monroe St., Chicago, Ill.

5-9. Detroit Gift Show. Detroit. First National Bank Bldg., Zanesville, Ohio.

5-9. Allied Gift & Jewelry Show. Dallas. Allied Exhibitors, Inc., 3832 Wilshire Blvd., Los Angeles, Calif.

11-15. National Tire Dealers & Retreaders Assn., Dallas. 1345 "L" St., N.W., Washington, D.C.

12-15. American Meat Institute Convention & Exhibition. New York. 59 E. Van Buren St., Chicago, Ill.

15-19. Aerospace Panorama. Washington, D.C. 1725 DeSales St., Washington, D.C.

17-26. Houston Int'l Trade and Travel Fair. Houston. 239 World Trade Center, 1520 Texas Ave., Houston, Texas.

18-22. National Stationery & Office Equipment Show. Chicago. National Stationery & Office Equipment Assn., 740 Investment Bldg., Washington, D.C.

18-23. Philadelphia Gift Show. Philadelphia. Donald C. Little Management, 220 Fifth Ave., New York, N.Y.

18-26. Eastern States Exposition. West Springfield, Mass. 1305 Memorial Ave., West Springfield, Mass.

20-24. National Hardware Show. New York. 331 Madison Ave., New York, N.Y.

20-30. The Machine Tool Show. Chicago. Clapp & Poliak, 341 Madison Ave., New York, N.Y.

21-29. Production Engineering Show. Chicago. Clapp & Poliak, 341 Madison Ave., New York, N.Y.

21-23. Electrical Progress Show. Philadelphia. H. F. Grebe Management, 117 S. 17th St., Philadelphia, Pa.

21-24. Systems Engineering Exposition & Conf. Chicago. 341 Madison Ave., New York, N.Y.

26-Oct. 2. American Textile Machinery Exhibition. Atlantic City. American Textile Machinery Assn., P.O. Box 596, Vienna, Virginia.

30-Oct. 9. Southeastern Fair. Atlanta. Georgia. P.O. Box 4988, Atlanta, Georgia.

October

2-9. National Dairy Cattle Congress. Waterloo, Iowa. Box 298, Waterloo, Iowa.

3-6. American Bottled Water Assn. Trade Show. Las Vegas. Shea Exp. Corp., Gateway Towers, Pittsburgh, Pa.

4-7. Instrument-Automation Conference & Exhibition. Los Angeles. Instrument Society of America, 530 William Penn Place, Pittsburgh, Pa.

9-13. National Shoe Fair. Chicago. Room 1929, Hotel New Yorker, New York, N.Y.

9-24. Texas Int'l Trade Fair. Dallas. P.O. Box 26010, Dallas, Texas.

11-14. American Mining Congress. Las Vegas. 1102 Ring Bldg., Washington, D.C.

11-14. New York Premium Show. New York. 12 West 72nd St., New York, N.Y.

16-19. Convention-Exhibit of Automatic Merchandising. Miami Beach. 7 South Dearborn St., Chicago, Ill.

17-19. Brewers Assn. of America. Chicago. 541 W. Randolph St., Chicago, Ill.

17-21. National Assn. of Men's Sportswear Buyers—PANORAMAS. New York. 350 Fifth Ave., New York, N.Y.

18-22. National Exposition of the American Society for Metals—ASM 1965 Metals Materials Show. Detroit. William J. Hilty, Exposition Manager, Metals Park, Ohio.

25-26. Pan American Hotel & Restaurant Exposition. Miami. 207 Webb Bldg., 1400 N.E. 125th St., North Miami, Florida.

25-27. National Electronics Conference & Exhibit. Chicago. 228 N. LaSalle St., Chicago, Ill.

25-29. National Safety Congress & Exposition. Chicago. 425 N. Michigan Ave., Chicago, Ill.

25-29. Business Equipment Exposition. New York. 18 East 41st St., New York, N.Y.

26-29. Int'l Brewing Industries Exposition. Chicago. 440 N. Wells St., Chicago, Ill.

31-Nov. 4. Int'l Taxicab Show. St. Louis. 4415 N. California Ave., Chicago, Ill.

31-Nov. 5. American Society for Testing Materials. Seattle. 1916 Race St., Philadelphia, Pa.

November

1-4. Packaging Machinery Manufacturers Institute Show. Chicago. International Exposition Co., 200 Park Ave., Pan-Am. Bldg., New York, N.Y.

1-5. American Society of Agronomy. Columbus, Ohio. 677 S. Segoe Rd., Madison, Wisc.

2-5. Industrial Trade Fair & Congress. 3935 No. Mission Road, Los Angeles, Calif.

3-5. Northeast Electronics Research & Engineering Show. Boston. NEREM Exhibits, Box 324, Waltham 54, Mass.

8-11. Int'l Soft Drink Industry Exposition. Miami. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y.

9-11. National Hotel & Motor Hotel Exposition. New York. 141 West 51st St., New York, N.Y.

13-18. New York Shoe Show. New York. Room 1929 Hotel New Yorker, New York, N.Y.

14-18. Int'l Assn. of Clothing Designers. Boston. 12 South 12th St., Philadelphia, Pa.

15-19. Atom Fair. Washington, D.C. 850 Third Ave, New York, N. Y.

28-Dec. 1. Produce Packaging Exposition. Miami Beach, P.O. Box 29, Newark, Del.

29-Dec. 3. Exposition of Chemical Industries. New York. Pan Am. Bldg., 200 Park Ave., New York, N.Y.

December

5-9. National Assn. of Home Builders Convention & Exposition. Chicago. 1625 L St., N.W., Washington, D.C.

8-10. Agricultural Engineering Exposition. Chicago. One Gateway Center, Pittsburgh, Pa.

26-31. Exposition of Science & Industry. Berkeley, Calif. 1515 Mass Ave., N.W., Washington, D.C.

January 1966

8-15. Philadelphia Automobile Show. Philadelphia. 1906 Finance Bldg., 1428 S. Pennsylvania Sq., Philadelphia, Pa.

9-12. Miami China, Glass, Gift & Jewelry & Stationery Show. Miami. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill.

9-15. Int'l Home Furnishings Market. Chicago. 666 Lake Shore Drive, Chicago, Ill.

10-14. Automotive Engineers Congress & Exposition. Detroit. 485 Lexington Ave., New York, N.Y.

10-14. National Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill.

10-14. Pennsylvania Farm Show. Harrisburg. State Farm Products Show Commission, Harrisburg, Pa.

11-16. Toledo Automobile Show. Toledo. 1 Main St., Toledo, Ohio.

18-20. Agricultural Trade Show of Maine. Lewiston. State House, Augusta, Maine.

21-28. California Gift Show. Los Angeles. 3510 Council St. Los Angeles, Calif.

21-30. Int'l Sports, Vacation & Travel Show. Los Angeles. 3443 South Hill St., Los Angeles, Calif.

22-26. National Automobile Dealers Equipment Exhibit. Miami Beach. 2000 K St., N.W., Washington, D.C.

23-26. National Exposition for Food Processors. Miami Beach, Fla. Blackwell Bldg., 7758 Wisconsin Ave., N.W., Bethesda, Maryland.

30-Feb. 3. Hobby Industry Trade Show. Chicago. Hobby Industries Assn., 200 Fifth Ave., New York, N.Y.

30-Feb. 3. National Sporting Goods Assn. Show. Chicago. 23 East Jackson Blvd., Chicago, Ill.

31-Feb. 3. Air Conditioning, Heating and Refrigeration Industry Show. Louisville, Ky., 1815 N. Ft. Myer Drive, Arlington, Va.

31-Feb. 3. National Auto Accessories Exposition. Chicago. 1 Bala Road, Bala Cynwyd, Pa.

February 1966

5-8. New England Hardware Housewares Show. Boston. 665 Boylston St., Boston, Mass.

6-8. Memphis Cotton States Gift & Jewelry Show. Memphis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill.

8-13. Oklahoma Sports, Boat & Travel Show. Tulsa. Industrial Expositions Inc., 1600 Mid-Continent Bldg., Tulsa 3, Okla.

20-24. Allied Gift & Jewelry Show. Dallas. 3832 Wilshire Blvd., Los Angeles, Calif.

March 1966

1-6. Colorado Sports, Boat & Travel Show. Denver. 2785 North Speer Blvd., Denver, Colo.

6-10. Detroit Gift Show. Detroit. First National Bank Bldg., Zanesville, Ohio.

7-11. Western Metal & Tool Exposition & Congress. Los Angeles. William J. Hilty, Metals Park, Ohio.

9-18. Chicago National Boat Show. Chicago. 307 N. Michigan Ave., Chicago, Ill.

12-16. Int'l Beauty Show. New York. 16 W. 46th St., New York, N.Y.

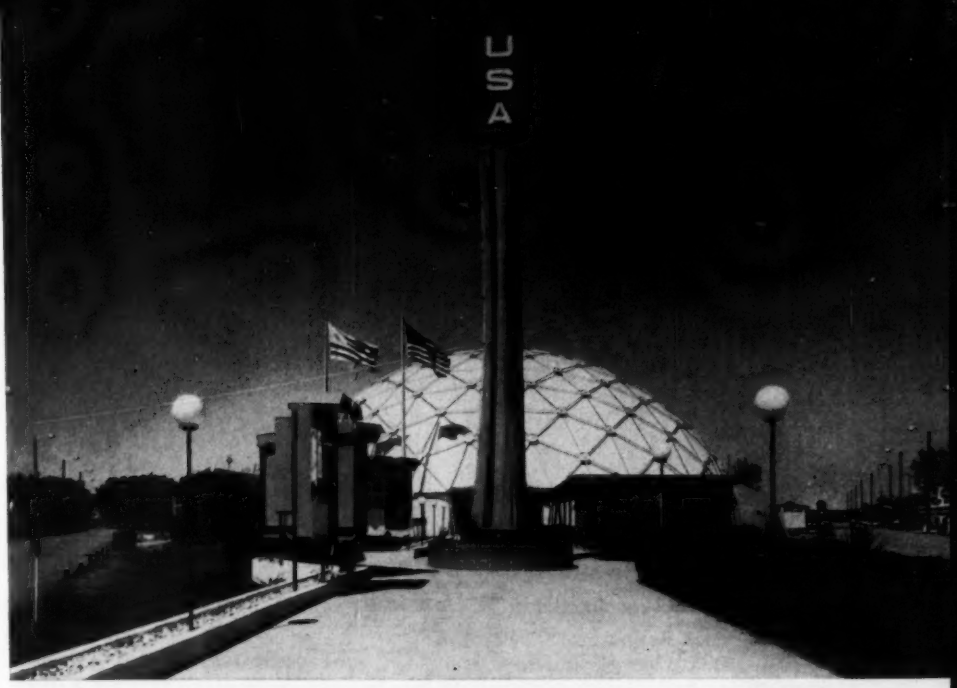
14-17. American Road Builders Assn. Conv. & Road Show. Denver. 918 16th St., N.W., Washington, D.C.

21-24. Int'l Electric, Electronics Engineers Exhibition. New York. William C. Copp. Adv. Dept. 72 W. 45th St., New York, N.Y.

22-27. Kansas Sports Boat & Travel Show. Wichita. Industrial Expositions, Inc., 2810 East Central, Wichita, Kan.

27-31. Philadelphia Gift Show. Philadelphia. 220 Fifth Ave., New York, N.Y.

29-31. Detroit Business Show. Detroit.



FIRST WORLD INDUSTRY FAIR of the Atlantic at Montevideo, Uruguay, drew 410,000 visitors to the U.S. Pavilion to see machines and methods that cut costs and increase a worker's efficiency and production.

817 Penobscot Bldg., Detroit, Mich.

April 1966

17-20. St. Louis Shoe Show. St. Louis. Arthur H. Gale, Exec. Sec., 1221 Locust St., St. Louis, Mo.

18-22. ASTME Tool Show. Cleveland. American Society of Tool Engineers, 20501 Ford Road, Dearborn, Mich.

24-28. National Association of Men's Sportswear Buyers — PANORAMAS. New York. 350 Fifth Ave., New York, N.Y.

May 1966

9-12. Design Engineering Show. Chicago. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y.

15-18. Texas Hospital Assn. Convention & Technical Exhibit. Dallas. 1905 North Lamar Blvd., Austin, Texas.

23-26. National Restaurant Show. Chicago. 1530 N. Lake Shore Drive, Chicago, Ill.

June 1966

12-15. Confectionery Industries Exposition. Washington, D.C. 36 S. Wabash Ave., Chicago, Ill.

19-23. National Assn. of Retail Grocers Convention-Exhibit. Dallas. 360 N. Michigan Ave., Chicago, Ill.

19-24. National Plumbing & Heating Exposition. Atlantic City. 1016 20th St., N.W., Washington, D.C.

20-25. Int'l Home Furnishings Market. Chicago. 666 N. Lake Shore Drive, Chicago, Ill.

August 1966

21-26. American Society of Agronomy. Stillwater, Okla., 677 S. Segoe Rd., Madison, Wisc.

23-26. Western Electronic Show & Convention. Los Angeles. Secretariat, 3600 Wilshire Blvd., Los Angeles, Calif.

29-Sept. 1. American Hospital Assn. Nurse & Anesthetists Exhibition. Chicago. 3016 Presidential Plaza, Chicago, Ill.

September 1966

11-14. Public Works Congress & Equipment Show. Chicago. 1313 East 60th St., Chicago, Ill.

18-21. American Meat Institute Convention & Exhibition. Chicago. 59 E. Van Buren St., Chicago 5, Ill.

October 1966

3-5. National Electronics Conference & Exhibit. Chicago. 228 N. LaSalle St., Chicago, Ill.

8-23. Texas Int'l Trade Fair. Dallas. P.O. Box 26010, Dallas, Texas.

15-19. National Tire Dealers & Retreaders Assn. Chicago. 1345 "L" St., N.W., Washington, D.C.

17-21. Business Equipment Exposition. Chicago. 18 E. 41st St., New York, N.Y.

31-Nov. 4. National Exposition of the American Society for Metals. Chicago. William J. Hilty, Manager, Metals Park, Ohio.

November 1966

2-4. Northeast Electronics Research & Engineering. Boston. Box 324, Waltham, Mass.

7-10. National Hotel & Motor Hotel Exposition. New York. 141 West 51st St., New York 19, N.Y.

12-16. New York Shoe Show. New York. Room 1929 Hotel New Yorker, New York, N.Y.

December 1966

4-8. National Association of Home Builders Convention & Exposition. Chicago. 1625 "L" Street, N.W., Washington, D.C.

26-31. Exposition of Science & Industry. Washington, D.C. 1515 Massachusetts Ave., Washington, D.C.

A VACUUM-FORMING MACHINE was one of the exhibits by 62 firms at the fair in Guatemala City.

Specialty Fairs

The following list indicates those trade fairs which are other than general, and can be classified as having a major item for display. Readers will find additional detail by referring to the main list, which gives the fairs by country and city.

Agricultural

Adelaide, Brisbane, Perth, AUSTRALIA; Reid, Wels, AUSTRIA; Copenhagen, DENMARK; Berlin, GERMANY; Harrogate, London, ENGLAND; Nairobi, KENYA; Amsterdam, NETHERLANDS.

Audio

Toronto, CANADA; London, ENGLAND; Paris, FRANCE; Milan, ITALY; Amsterdam, NETHERLANDS; Zurich, SWITZERLAND; Lujbljana, YUGOSLAVIA.

Boats & Boating

Melbourne, AUSTRALIA; Toronto, CANADA; Helsinki, FINLAND; Friedrichshafen, GERMANY; Genoa, ITALY.

Building, Construction

Brussels, BELGIUM; Aalborg, Copenhagen, DENMARK; Paris, FRANCE; Hannover, GERMANY; London, ENGLAND; Verona, ITALY.

Camping, Sports, Fisheries

Montreal, CANADA; London, ENGLAND; Lyon, Paris, FRANCE; Cologne, Wiesbaden, GERMANY; Ancona, ITALY; Trondheim, NORWAY; Goteborg, SWEDEN.

Clothing, Textiles

Dornbirn, AUSTRIA; Brussels, Ghent, BELGIUM; Paris, FRANCE; Cologne, Duesseldorf, Frankfurt, Hamburg, GERMANY; London, ENGLAND; Milan, Turin, ITALY.

Electronic, Instrumentation, Automation

Toronto, CANADA; Paris, FRANCE; Duesseldorf, Stuttgart, GERMANY; Brighton, London, ENGLAND; Milan, ITALY; Amsterdam, NETHERLANDS; Basle, Zurich, SWITZERLAND; Lujbljana, YUGOSLAVIA.

Engineering

Brisbane, Melbourne, Sydney, AUSTRALIA; Brussels, BELGIUM; Montreal, CANADA; Leeds, London, ENGLAND.

Food and Food Products

Innsbruck, AUSTRIA; Brussels, BELGIUM; Tononto, CANADA; Copenhagen, DENMARK; Dijon, Paris, FRANCE; Berlin, Cologne, Munich, Stuttgart, GERMANY; Blackpool, Grimsby, Leeds, London, ENGLAND; Parma, ITALY; Utrecht, NETHERLANDS; Glasgow, SCOTLAND.

Furniture

Aalborg, Fredericia, DENMARK; Lyon, FRANCE; Cologne, GERMANY; Milan, ITALY; Luxembourg, LUXEMBOURG; Utrecht, NETHERLANDS.

Hardware

Montreal, Toronto, CANADA; Cologne, GERMANY; London, ENGLAND; Basle, SWITZERLAND.

Heating, Air Conditioning, Refrigeration

Brussels, BELGIUM; Copenhagen, DENMARK; London, ENGLAND; Glasgow, SCOTLAND.

Homes, Home Furnishings

Melbourne, Sydney, AUSTRALIA; Leige, BELGIUM; Cologne, GERMANY; Birmingham, London, ENGLAND; Belfast, IRELAND; Amsterdam, The Hague, NETHERLANDS; Goteborg, SWEDEN; Bern, Geneva, SWITZERLAND.

A MACHINERY DEMONSTRATION at the U.S. exhibition in Caracas last winter drew numerous crowds of admiring spectators. Audio-visual training devices were featured by many of the 95 participating firms.

Leather

Brussels, BELGIUM; Montreal, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Offenbach, GERMANY; Blackpool, London, ENGLAND; Elda, SPAIN.

Machinery, Machine Tools

Sydney, AUSTRALIA; Brussels, BELGIUM; Copenhagen, DENMARK; Paris, FRANCE; Cologne, Essen, Munich, GERMANY; Utrecht, NETHERLANDS; Bilbao, SPAIN.

Medical, Chemical, Pharmaceutical

Sydney, AUSTRALIA; Brussels, BELGIUM; Toronto, CANADA; London, ENGLAND.

Motor

Copenhagen, DENMARK; Paris, FRANCE; Frankfurt, GERMANY; Brighton, London, ENGLAND; Turin, ITALY; Tokyo, JAPAN.

Office Equipment, Machines

Montreal, CANADA; Paris, FRANCE; Leeds, London, ENGLAND; Milan, ITALY.

Packaging, Materials Handling

Toronto, CANADA; Copenhagen, DENMARK; Duesseldorf, GERMANY; London, ENGLAND; Amsterdam, NETHERLANDS; Basle, SWITZERLAND.

Plastics

Ghent, BELGIUM; Toronto, CANADA; Oyonnox, Paris, FRANCE; Duesseldorf, GERMANY; Milan, ITALY; Utrecht, NETHERLANDS.

Printing

Melbourne, AUSTRALIA; Duesseldorf, GERMANY.

Toys

Montreal, CANADA; Lyon, FRANCE; Nuermberg, GERMANY; Brighton, Harrogate, ENGLAND.

For extra copies of this trade fair list write:

Bureau of International Commerce, OITP,

Washington, D.C. 20230

ELLICOTT-MADE DREDGE, similar to Dragon Model which is on its way to Zambia for Zambezi River Valley flood-control canal project, is shown in operation.

Anti-flood push in Zambia

Baltimore firm supplies equipment for extension of 65-year-old canal system

By STANLEY LICHTENSTEIN
Staff Writer

BALTIMORE—Sailing the tranquil waters of Baltimore harbor on a sunny June day could easily dim one's memory of the Zambezi River Valley and its people flooded out each year by the 40-inch inundation of the October-March rainy season.

Hosea J. Soko, Zambia's Ambassador to the United States, took the fair-weather, floating tour of the Port of Baltimore last week—and the people of the Zambezi River Valley were uppermost in his mind. Accompanied by Alfred M. Chambeshi, Counselor, and Laxon Kaemba, Second Secretary of the Zambian Embassy, he had come to Baltimore at the invitation of the Ellicott Machine Corp. to participate in a ceremony of great significance to his countrymen.

At Pier 1, awaiting the Ambassador's party and representatives of the Departments of Commerce and State and the Agency for International Development, was the *S.S. Robin Locksley*, Moore-McCormack liner slated to transport a portable hydraulic pipeline dredge ordered from Ellicott by Zambia's Ministry of Works and Transport. Designed for flood control work in the Barotse flats of the Zambezi River Valley, the dredge to be shipped that day represented the first shipment of major capital goods construction equipment departing the Port of Baltimore for delivery to the new African republic.

Big gun

In purchasing the 37-foot-long Ellicott dredge, Zambia is in a sense putting into operation the first "big gun" in the country's war on the rampaging flood problem —a war begun some 65 years ago by the then reigning Litunga or paramount chief of the area. In or around 1900, the Litunga had a system of canals dug, mostly by hand labor, as a means of drainage. The canals were dug along natural contours of the land, as determined through artificial flooding of the area in the dry season to see which way the water flowed.

Water hyacinths, organic silt and fine-grained Kalahari sand accumulated over the years to lessen the serviceability of the Litunga's ingenious canal system. The Ellicott Dragon Model dredge—christened the *Barotse*—will begin the work of reopening the waterways and expanding the network by cutting new canals. The *Barotse* will combine into a single uninterrupted operation the required triple actions of excavation, transportation and replacing of waterbound solids, and will be more than a match for the surface root mat and earth materials which must be handled.

Chest, biceps, waist

Referred to as an 8-inch dredge—because the single-suction volute-type pump

has an 8-inch-diameter discharge—the *Barotse* features a two-piece pontoon-type rectangular all-welded-steel hull 37 feet long, 14 feet wide and 4 feet deep. The maximum digging depth below the surface of the water is 20 feet, with ladder inclined at 45°. The pump is cast in abrasion-resistant steel alloy, the pump motor is a 210 shaft horsepower General Motors product designed for continuous duty service at 1,800 r.p.m., and the dredge cutter is a 6-blade basket-type cast in one piece of abrasion-resistant steel.

Hauling and hoisting machinery is of Ellicott's Dragon type featuring five drums equipped with individual disc-type clutches and hand-type brakes. The winch consists of two hauling drums for swinging the dredge, one hoisting drum for raising the ladder and two hoisting drums for lifting the spuds.

The *Barotse* has a rated output of up to 145 cubic yards per hour and can pump materials through pipelines varying in length up to 2,000 feet.

Plant visit

Before proceeding to the pier to accept delivery of the disassembled dredge on board the *Robin Locksley*, Ambassador Soko and his party visited the 80-year-old Ellicott Corp.'s plant to see how such equipment is made. Joining the Zambian group on the plant tour, at a luncheon at the Sheraton Belvedere Hotel in the Ambassador's honor, at the Pier 1 shipboard ceremony and on the climactic cruise of the harbor in the Port Authority's launch, were Department of Commerce, State and AID officials. Allan W. Mund, board chairman, represented the Ellicott Corp. at the presentation ceremonies on board the *Robin Locksley*.

According to the $70,000 contract, the dredge will be assembled in Zambia under the direction of an Ellicott field engineer, and operation of the unit will be supervised by the Mechanical Services Department of Zambia's Ministry of Transport and Works. The pipeline, necessary spare parts and field engineering services are also included in the contract, representing a direct purchase by the Zambian Government from Ellicott through the manufacturer's local representative, Blackwood Hodge & Co., in Lusaka, Zambia's capital.

Helmut Guenschel, Ellicott Corp. engineer, conducted the visitors through the two-story Baltimore plant, stopping at one point to operate—using hand controls—a large wooden model of a specially equipped floating dredge.

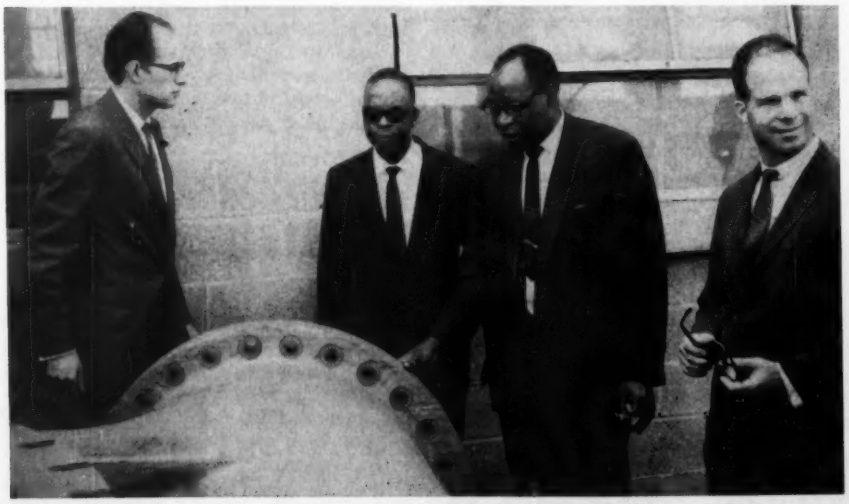
Since 1885, the corporation has concentrated exclusively on the design and manufacture of such dredges. Guenschel outlined Ellicott's four-part customer-oriented operation of field engineering, design engineering, production engineering and service engineering. Zambia's selection of Ellicott as supplier of equipment for the Barotse flats project, he said, is especially significant because the choice was made on the advice of British engineers—a real tribute, in Guenschel's view, to American know-how and production superiority.

He indicated that a principal factor in the selection of the Dragon Model dredge for the Zambezi valley project was the model's maneuverability, a prerequisite for equipment operating in swamps and reedy pools.

Among field and technical problems considered by Zambia's Water Affairs Department and Ellicott engineers in planning the work were:

- Gases formed by decayed papyrus and other swamp vegetation represented a threat to efficient operation. *Solution*—a specialized gas eductor to free the intake suction system from the gases.
- The problem of varying flood-basin depth in wet and dry seasons. *Solution*—a dredge designed with enough digging depth to maintain canal profile through high-water season.
- The need for building up roads and levees along the sides of the canals. *Solution*—pumping through the suspended discharge pipe which can be directed to either side at the dredge's stern.
- *Side benefits*—land drainage and reclamation as part of the same project.

AT CEREMONY, steamship man, Ambassador chat.



MACHINERY WORKS fascinate visiting party as Ellicott Engineer Guenschel, Ambassador Soko, Counselor Chambeshi and Bureau of International Commerce officer Bache (l to r.) view the parts and the whole.

Boat tour

The cruise through the Port of Baltimore was enlivened for the assembled guests by a crossfire of commentary sparked by F. Peter Polimeni, foreign commerce representative for the port, and Carroll F. Hopkins, Baltimore Field Office director for the U.S. Department of Commerce. Polimeni described salient features of inner-harbor improvement plans calling for short-run expenditures of $51 million and long-run expenditures of more than $250 million.

Ambassador Soko and his associates, discussing key aspects of Zambian Presi-

dent Kenneth Kaunda's plans for developing his country's economy, pointed to ramifications of the Barotseland flood-control and agricultural-development program, of which the dredging operations will be an important part. Until the flooding problem is brought under control, the Ambassador noted, planning for housing, health, schools, sanitation and other phases of life in the valley will be subject to repeated disruptions from the annual exodus of the populace.

The Barotseland fishermen and their neighbors, with chins up, have always managed to make a stirring ceremonial occasion of their annual exodus—with the Litunga ferried in his royal barge 10 miles from a dry-weather capital to a wet-weather palace, followed by a colorful regatta of boats and canoes and masses of people carrying their possessions across flooded plains. But a long-range solution to the problem, they know, would bring them incalculable benefits.

This is a job, all agree, which calls for working "through channels."

Five dredges put on crash-basis production by Ellicott Corp. to meet South Viet-Nam need

U.S. Government program calls for fully accelerated port development operations in strategic territory

The Ellicott Machine Corporation, a Baltimore based dredge designer and manufacturer, is working towards completion of a rush order for dredges and attendant equipment required by the crash plan to deepen strategically important ports in South Viet-Nam.

The U.S. Government has embarked on a multi-million dollar program for developing a number of ports along the 800-mile South Viet-Nam coast and for handling ocean-going ships, coasters and lighters. The primary excavating machines for this work are five dredges, assigned to Ellicott for the design and construction.

The firm received the $1.6 million dollar contract because it was able to meet the Government's needs for this particular type of portable dredging equipment and to make the desired rush delivery of the necessary machinery within the tight schedule demanded by the Agency for International Development of the Department of State.

Guerilla pressure

The port improvement planning originally envisioned as a long-range effort to improve the embattled country's peacetime economy has now become a crash program because of the action of the Viet Cong guerillas. With the Communist forces cutting the main coastal railroad and highway routes and with supply needs of the growing number of U.S. forces multiplying rapidly, port improvement has assumed a high priority urgency.

Ports slated for dredging include Saigon and Da Nang, the only South Vietnamese coastal cities now able to accommodate ocean ships, plus several others.

The conversion of the ports to handle overseas commerce and the bulk of internal freight movement appears to be the biggest recent undertaking for the U.S. AID Mission to Viet-Nam.

Items

The dredges which Ellicott Machine Corp. will furnish include two 16-inch and three 12-inch portable type dredges of the firm's standard DRAGON Model line. Built in matchmarked parts they will be shipped disassembled, through the Port of Baltimore, and re-erected at the job sites. In addition, Ellicott is to supply attendant equipment including three 27-ft. and two 35-ft. dredge tenders or work boats, 12-inch and 16-inch floating and shore discharge pipeline for the five dredges, two large skid-mounted booster pumps for the 16-inch dredges, and necessary spare parts for the dredges and tenders.

Expedited

Construction of the dredges is under way with Ellicott rearranging its usual production schedule to accommodate the urgent need of the U.S. Government for these floating excavators. Some units have already been shipped well ahead of schedule. Official recognition of this cooperation was expressed by the Agency for International Development in this statement to Ellicott:

"You have cooperated whole-heartedly with us and we are pleased with the expedited deliveries you have made thus far, under the contract negotiated by General Services Administration."

U.S. recreational products, leisure wear draw 10,000 at Stockholm Center Show

A locally sponsored show of American-made recreational products and leisure wear drew 10,000 visitors to the U.S. Trade Center in Stockholm recently. Eight exhibitors showed products from 28 U.S. companies, primarily for public exposure, but with unexpectedly high off-the-floor sales results.

"Fritid USA" was designed to attract the public and included a number of action and spectator participation activities.

An indoor golf driving range was set up by MacGregor and a professional golf instructor was in attendance at all times. Visitors were encouraged to practice and were given golf instructions as needed. A surprising number of businessmen took advantage of the indoor range and lessons.

Billiards

Two "home" and one commercial billiard tables were displayed by Brunswick. Again, visitors were encouraged to play and a professional billiard player was in attendance throughout the entire show to instruct and to promote the sale of billiard tables. This activity became one of the stellar attractions of the show. This activity also had excellent tangible results.

Brunswick Svenska AB also constructed an operating bowling alley so that visitors were able actually to bowl and see the automatic pin-setter in operation. This was in constant use.

A display of men's leisure wear clothing was prepared and placed throughout the show by Bergmans. American light weight summer suits were the center of much attention. Two fashion shows also high-lighted this activity.

The functional design of a display of garden equipment by Cardinal AB attracted much attention and greatly enhanced the show.

ADVICE ON EXPORTING is offered by Pan American Airways cargo official (right) at LIU workshop session.

Cooperatively sponsored workshop helps New York companies retool for international marketing drive

Second in Pan Am-promoted series is held at Long Island U., with good response from interested executives, associates

A series of International Trade Workshops sponsored by Pan American World Airways, the U.S. Department of Commerce and the Small Business Administration (SBA) is helping company executives to prepare effective campaigns in overseas markets.

Twenty-one firms in the New York City area recently sent representatives to the second in the series.

With little or no experience in foreign markets, the 21 companies were attracted to the day-long sessions at Long Island University (LIU) by the prospect of increased profits and an opportunity to help improve the U.S. balance of payments.

Like the first of the series—held in Chicago last fall—the workshop considered overseas problems and potentialities of small business and offered practical suggestions on how to take advantage of public and private services.

With Samuel Klein, SBA foreign trade director, presiding, the group heard Milton Blecher, international trade specialist from the Commerce Department's New York Field Office, and John V. Lombardi, Pan Am marketing services manager, in a discussion of the basic question, "Where are my customers. . . ?"

The circle of panelists was completed by John H. Shoaf, business relations director for the Foreign Credit Insurance Association (FCIA), and George Batson, Pan Am's cargo manager in London.

Government services including international exhibit arrangements, trade missions and trade fairs, and weekly listing of trade opportunities in INTERNATIONAL COMMERCE, were described by Blecher, while Lombardi outlined functions of Pan Am's World-Wide Marketing Service as exemplified by assistance rendered to 107,000 firms since launching of the service. Shoaf explained how the FCIA works to provide commercial and political insurance for American exporters. Officials of five firms held individual consultations with Blecher on their problems.

The second International Trade Workshop was arranged by Prof. Harry Stucke of LIU's business administration division and James N. Casey of SBA's New York management assistance division.

U.S. mower-makers clip greener grass in world markets

The grass in world markets is growing greener for U.S. lawnmower-makers.

Apparently because of a change in marketing strategy, they have raked up an additional 24% in foreign sales, the Commerce Department's Business and Defense Services Administration reported last week.

After wilting for two years, lawnmower exports grew substantially in 1964, both in dollar volume and number of units sold, BDSA said.

Shipping to 89 countries last year, the mower-makers sold 84,546 units abroad. This was a 31% jump from 1963. The value of shipments went from $4.7 million to $5.9 million.

Eighty percent of the industry's exports were to Canada and nine European countries.

Averages for the year suggest that U.S. shippers made price promotion a part of their marketing strategy.

In the Netherlands, for instance, the average unit price dropped more than 30%—from $128.19 in 1963 to $89.13 in 1964. Shipments increased from 1355 to 4521 units and sales rose from $173,701 to $402,965.

On other lawns

Something similar happened in the Norwegian area. The average price of mowers fell 56.7%, from $139.60 to $60.50. Shipments went from 68 to 1211 units and the dollar value zoomed from less than $10,000 to more than $73,000.

The trend also was reported in Belgium, Luxembourg, United Kingdom, Austria and Switzerland.

In Germany, average prices went up—but Germany was the U.S. industry's best European customer. She bought 8697 mowers worth $904,335, an increase of 25% in quantity and 46% in value.

Belgium-Luxembourg took more mowers (11,150) but the total value of the shipments was less ($508,000). Even so, Belgium-Luxembourg sales were up 103% in number and 76% in dollar value.

European shipments amounted to 47,362 units valued at more than $3.5 million, up 62% in quantity and almost 57% in dollar volume from 1963. Canadian shipments totaled 22,662 units valued at $1.6 million, down 2.4% in number and 7.6% in value from 1963.

FUNDAMENTAL POLICY

Do business with friends

Emporia firm finds success in exporting by making distributors personal friends

By CARL DIDDE
President Didde-Glaser, Inc.

I am from Emporia, Kansas—population 18,000.

Twenty years ago—I was working as a printer and I had a strong urge to go into business for myself. I borrowed $1,500 for the down payment and purchased a combination print shop and office supply company. There were only three employees in the firm. Today Didde-Glaser, Inc. does an annual business of just over $5,000,000.00, 40% of it export.

In 1946 a Catholic priest, who was a personal friend, suggested that we print into book form, a group of sermons that he had prepared, and try to publish and sell them. This was the beginning of a thriving publishing business and we not only sold many books in the United States but we sold them literally all over the world.

We sold a lot of books, and then we needed a collator to collate them. We couldn't find one to fit our needs, so we designed one to gather book sections and to gather and glue one-time carbon interleaved business forms.

After we had developed our collator for a special purpose we needed to develop a continuing and expanding market. What about overseas?

This is where the sermon books began to pay off a second time.

Our experience with selling the books abroad had taught us that export could be accomplished—easily.

We didn't know that there was a big difference between books and collators—that one is easy to export and the other quite difficult.

In our innocence, we didn't know how much of what we wanted to do, could not be done—

We didn't know the problems of Letters of Credit and banking—of duty and customs—the need for risk capital.

We didn't know that the Eximbank was designed for a different kind of financing service than our business demands.

Not knowing these things we went directly to the people who would have to do the selling—the overseas people.

Overseas People told us—

- how to export—
- how to select the best markets—
- and how to obtain the names of potential customers!

We learned from them that it pays to participate in Industry or Trade Fairs and Exhibitions.

This gave us an opportunity to become acquainted with European dealers, European printers and European customs. The Overseas Trade Show provides an invaluable opportunity to measure your product and selling techniques against the market. We have also participated in a number of the Department of Commerce sponsored Trade Fairs. We have developed our annual export sales from $13,000.00 in one country to around $2,000,000.00 in 26 countries.

Manufactured in U.S.

We do not have the personnel problems encountered by other manufacturers or industries who operate manufacturing plants in foreign countries. We manufacture only in Emporia, Kansas. Our distributors are all nationals of the country in which we sell.

It is hard enough to communicate with people in our organization, in our own language, with our own company background and with familiar products. The difficulties of dealing or communicating with strangers are obvious.

So, the ideas we must transmit to establish our export business, to conduct the business and to expand it, depend upon people.

Our fundamental policy is that you can't do good business with a stranger. Our first principal has been to make every distributor and dealer a friend—a personal friend. We have visited in the homes of all of our distributors, know the wives and they have all visited in our homes in Emporia, and have visited our plant. What has been accomplished?

Well, we found that you cannot work with anyone until you adapt yourself to his pace or he to yours. Sometimes you have to speed up—sometimes slow down. But then when you are in step—and not until then—you can work with him.

Peter Johnsen, our Distributor in Stockholm, has said to us "When I can look into a man's eyes and talk to him—I have more confidence in him."

This policy has paid off in present export sales of $2 million a year, and growing.

As one of our early sermon books said—

"Go Thou and Do Likewise."

ARGENTINA PRINTERS got their first look at Didde-Glaser equipment when their offset press and automatic gathering and collator were exhibited there in '62.

EVER-CHANGING SKYLINE in bustling Hong Kong points up the Colony's rapid industrial expansion, most remarkable in food, beverage and textile areas.

Hong Kong lives to trade

U.S. sending Trade Mission, planning Trade Fair in fantastic Asian market

By WALTER W. SOHL
Commercial Officer
U.S. Consulate General, Hong Kong

Hong Kong is confident that its economy will continue to grow, that its industries will continue to diversify and expand, and that its import and export trade will reach new heights.

Although Hong Kong's economy is basically sound, there is some concern that a slow-down in several sectors of the economy may result from a weakening realty market, tight local credit conditions, and certain external uncertainties.

Businessmen and industrialists are convinced that the recent runs on Chinese banks in Hong Kong, which resulted in the failure of two banks, merely created ripples in an otherwise placid lake. Temporary restrictions on the circulation of currency were lifted as the banking situation returned to normal.

However, the banking crisis created a few cross currents. Closer scrutiny of loans and tighter credit conditions have made their mark, especially upon marginal producers and realty speculators.

Industry in general, including the vital textile segment, is still expanding, and the boom in building small yachts and pleasure craft shows no signs of slowing down. High-cost housing construction is moving at a healthy pace, with a high level anticipated at least throughout 1965.

Although the production of pocket-sized transistor radios has possibly reached its zenith in Hong Kong, the manufacture of larger units and the full assembly of television sets continue to increase. There is accelerated growth of a widening variety of the more sophisticated electronics components.

Industrial expansion

The Colony's two-way trade continues to grow at such a rapid rate that it should approach the $3 billion mark during 1965. Communist China, which remains the principal supplier of goods to Hong Kong, and runner-up Japan, are

making serious promotion efforts. Mainland Chinese non-durable consumer goods are increasingly in evidence throughout the Colony. British promotion is also paying off in increased sales, which, without strong counterbalancing efforts, may result in the U.S. again being supplanted as the third largest supplier to the Hong Kong market.

Hong Kong is making a valiant effort to establish a prestige image abroad for her products, by participating in more fairs and through establishing promotional offices abroad. For the first time, the value of all other goods shipped was greater than that for textiles in 1964. The U.S. is likely to remain the Colony's biggest customer in the foreseeable future; in fact, it appears likely that even a greater share of the Colony's products will be consumed by the U.S. than in 1964, when our share stood at just over 30%.

Re-exports have been growing more rapidly than exports of the Colony's own manufactures. There is a noticeably growing interest on the part of major American firms in stockpiling here, in order to supply their Far Eastern markets. Here again, competitors appear more alert than American business to the opportunities in this area.

Industrial expansion has been most marked in the food, beverage, textile, garment, printing and publishing, rubber products, basic metal products, electrical machinery, and apparatus and appliance fields, according to Hong Kong Government statistics published at the end of March.

U.S. trade

Hong Kong buys more U.S. exports than any other Asian market, except Japan, India and the Philippines. Purchases from the U.S. are continuing to increase at a rapid rate. A slower rate of expansion was experienced early in 1965, but this could be expected since the prolonged dock strikes along the Eastern seaboard hurt the U.S. export total.

The most spectacular recent export performances among American products have been in the electrical machinery and appliance group, which increased more than 125% in the first quarter of 1965 over the same quarter in 1964; fountain pens, up over 310% in the same period; and diamonds, which rose compared with the last quarter of 1964 but fell compared with first quarter 1964.

On the other hand, sale of polyethylene and polystyrene molding and extrusion compounds were down almost 50% from comparable 1964 rates.

Of the Colony's exports to the U.S., textiles, rattan articles, plastic flowers and toys, and transistor radios remained strong. The most striking improvement, both in dollar value and in percentage rise, occurred in transistors, many of which are made here by subsidiaries of American firms which use them in manufacturing operations at home.

Foreign business interest

Foreign interest in the Colony's business is most lively and more United States firms are opening regional or branch offices, or undertaking other local operations. The number of American firms with offices in Hong Kong now stands at around 400. Demand for foreign products likewise remains strong, with trade increasing at the same vigorous pace, basically unaffected by internal or external deterrents.

Hong Kong is essentially a free port. It has practically no barriers to trade. Foreign exchange is readily available and the currency freely convertible. Insurance, banking and credit facilities are excellent.

Opportunity for U.S.

Prospects for increasing sales of U.S. products in this expanding, although competitive, free-enterprise economy are excellent. U.S. suppliers should, through a personalized approach, become more aware of the exceptional versatility as well as the absorptive capacity of this amazing market. Virtually any product can be sold either in or through this market.

Opportunities range across the entire spectrum of products—from industrial machinery and raw or semi-finished materials, through consumer durables and non-durables to food and food preparations.

In general, no other national products are quite as prestigious as American. From engines and yacht fittings to fountain pens there is a tangible desire to purchase articles "Made in U.S.A." Perhaps the best "coals to Newcastle" example is that of American shirts and blouses in Hong Kong. While many well-known U.S. name brands are already highly prized, demand for other American products could be created and stimulated through intensive advertising and creative, aggressive salesmanship.

Investment

The heaviest recent U.S. investments in Hong Kong industry have been in the utility and electronics fields. The major U.S. export gain in utilities, for which the initial capital investment in thermal electric power generating equipment will be a substantial one of $20 or $30 million, should be in the sale of petroleum products.

The relatively small U.S. capital outflow in electronics has consisted essentially of local plant rentals and salaries.

The typical electronic product produced in Hong Kong, with about a 10% value added through the labor performed, is a more refined component destined to become part of a computor, television receiver, or similar piece of equipment. The effect on U.S. balance of payments has not been serious, since the equipment,

U.S.-MADE MEN'S SHIRTS find ready market in Dragon Seed Co., modern Hong Kong department store.

technical know-how and electronics components being used are basically of U.S. origin.

This year is expected to be another record-breaking one for tourism, which apparently exceeded the half-million mark in 1964, including military on leave. Numerous official and unofficial trade conferences and missions, travel conventions and seminars, and tours of all kinds are scheduled throughout 1965.

Tourism

The U.S. is now sending 30% of all visitors and numerous, largely unexploited, opportunities for sales of U.S. products exist in this sector. The Hong Kong Tourist Bureau estimates that by 1967 the number of tourists will reach one million, spending close to $400 million.

The industrial labor force in the Colony recently reached a new high, with the textile, garment, shipyard, transistor radio and metal product industries leading the way. A slowdown in building employment eased the labor shortage which has plagued that sector for some time. Wages have been rising since 1958, particularly in export industries.

U.S. trade promotion

The Department of Commerce is sending an official Trade Mission to Hong Kong in November and is contemplating a Trade Fair in 1966, to promote U.S. trade and commercial interests. In addition to increasing U.S.-Hong Kong trade, the prospects for agency or distributor relationships or other forms of business arrangements growing out of this promotion effort appear most promising. In fact, outstanding export opportunities appear to exist here in all six areas of specialization to be fostered by the Mission: **(1)** building materials, equipment and accessories, including plumbing fixtures, fabricated metal products, hardware, flooring and ceiling tiles; **(2)** general machine tools and metal working machinery for light industry; **(3)** scientific, medical, optical and other equipment for modern laboratories and research facilities; **(4)** consumer goods, with special emphasis upon personal products such as clothing and cosmetics and U.S. services which are available in merchandising and advertising; **(5)** packing and packaging equipment for foods and consumer goods and exportable U.S. materials handling knowledge; **(6)** and machinery for industrial construction, land clearance and road building, including derricks, hoists, power shovels, conveyors, penumatic tools, transport and earthmoving equipment.

Strong Costa Rican 1st quarter spurred business confidence

Trade with Common Market partners continues to make gains; U.S. furnished 44% of imports, bought 48.5% of exports

Costa Rica enjoyed an unseasonable spurt of commercial activity during the first quarter of 1965 as the post-Christmas lull failed to materialize. Trade with other Central American Common Market members continued its rapid growth. Stable prices and the lack of volcanic activity spurred business confidence.

However, the economy will need greater exports and inflows of investment capital to assure a good year in 1965.

Domestic trade was at record levels during the first quarter of 1965. The absence of volcanic ashfall, which depressed trade in the first quarter of 1964, and stepped-up construction by governmental and private sectors accounted for the favorable picture. Costa Rica had a budget deficit of $14.6 and a trade deficit of $29.5 million in 1964.

Total 1964 imports were $142.6 million, while exports were $113.1 million. The United States furnished approximately 44% of imports and purchased roughly 48.5% of Costa Rica's exports.

Foreign trade

A preliminary breakdown of export figures, by commodity groups, indicates that Costa Rica's traditional exports accounted for approximately 80% of the total. Major export commodities and their percentage of the total were: coffee —40; bananas—22; fresh frozen beef and live beef cattle—7; cacao—6; sugar—5; manufactures—13; and miscellaneous commodities—7.

Total coffee export earnings were $49.9 million. They are likely to drop about 20% in 1965 as this is an off-year in the coffee cycle. Moreover, coffee prices have been weakening.

The present sugar crop will meet domestic needs and Costa Rica's U.S. sugar quota, and still leave a surplus of 6,000 short tons.

Recently released trade figures show a significant rise in Costa Rican exports of industrial goods to the rest of the Central American Common Market (CACM), and it is said that Costa Rica's trade with the area has grown more rapidly than that of any other Member. Through November of 1964, exports of manufacturers to other CACM countries were calculated at $14.6 million.

Several developments in connection with integration occurred during the 1st quarter. Agreement was reached on the establishment of a second tire plant in Costa Rica, thereby allowing Costa Rica to deposit the instrument ratifying the Salvador Protocol on integrated industries.

At the April meeting of Ministers of Economy at Antigua, Guatemala, Costa Rica and the other members agreed on a list of studies aimed at developing a uniform credit policy, uniform application of consumer taxes, a common market policy on private foreign investment, and freedom of travel within the region.

Costa Rica also ratified the ODECA Charter on political integration, thereby bringing it into force for all five Members.

There were also noteworthy developments in Costa Rica's trade relations with non-CACM countries. Dallas and Indianapolis trade groups visited the country to investigate trade and investment opportunities. A commercial treaty with Japan, which will stimulate Japanese investment in Costa Rica and expand exports to Japan, has been drafted and is now being studied by the Japanese Government (Costa Rica has a sizeable trade deficit with Japan). Interest was shown in increasing trade relations with Yugoslavia, Poland, Austria and Israel.

Greater emphasis upon exports has resulted in a measure now under consideration for creation of a Department of Foreign Trade in the Ministry of Economy and Finance. Also under consideration is better collection and use of the 1% tax on net profits earned by industries operating under the Industrial Encouragement Law as an industry and trade promotion fund.

Industry and construction

Although 14 Industrial Encouragement Law contracts involving $19.4 million in new investment were ready for signature, only one, involving a major chemical plant, was signed by the Government dur-

ing the quarter. The delay by the Ministry of Industries, which passes on investment contracts, has caused concern among local entrepreneurs over a possible adverse effect on the pace of industrialization. The national development plan, now being approved, requires at least $20 million in new private investment annually if it is to succeed.

The single contract signed involved the establishment of a major $8 million insecticide plant, Agro-Quimica S.A. The facility will use increasing amounts of local and Central American raw and semi-finished materials as they become available. Of the 13 firms with contracts pending approval by the Ministry of Industries, all but one involved modest to medium-size plants producing such diverse consumer items as refrigerators, umbrellas, food products, and plastic tapes.

A controversy over plans of Japanese interests based in El Salvador to set up a large textile factory in Costa Rica seems to have been settled through agreement in principle on a joint venture with local businessmen. A completely integrated mill will be established and technical plans and studies are being made; no Industrial Encouragement contract has yet been signed. Planned investment will be $3.4 million.

Three firms are planning to manufacture veneer plywood for export to the U.S. One firm, Las Alturas Ltda., is seeking $2.5 million of capital to finance a new veneer plant near its 25,000 acre forest tract in southwest Costa Rica. Another located in Pavas recently received a $300,000 loan from the Banco de Costa Rica for purchase of matched-face veneer producing equipment. A third, Osa Forestal S.A., is negotiating with the Government of Costa Rica for final settlement of squatter problems on its Osa Peninsula lands and for purchase of additional land for a plant site.

Projects planned

Other projects include establishing a shipping facility on the Pacific Coast to buy manganese ore from some 100 small mines in Nicoya Penisular near the facility. Investment and working capital is being sought for this medium-size project. Also, smaller mining operations, involving approximately $500,000 in new investments in zinc, lead, gold and silver have been underway for some time.

The Transport Ministry is undertaking building a barge canal to link the Pacuare River mouth and Moin, on the coast near Puerto Limon and the site of the petroleum refinery now nearing completion. When the canal is built and a connection cut between Siquirres and the Pacuare River, a combination canal-road route will offer an alternative to the Northern Railway.

The Costa Rican Electric Institute has requested bids on a major microwave and VHF telecommunications system. It will consist of a complete 240-channel microwave system and an additional 60-channel system, plus a VHF network, in connection with the planned Central American regional telecommunications net.

Bidding changes

Fourteen of the General Road Program's 26 road projects remain to be let. The Transport Ministry is considering a change in bidding procedures to make the remaining projects more attractive to large local and foreign construction firms. For example, contractors might be relieved of certain import duties and taxes, also projects might be let in blocks, advertized simultaneously.

Several major projects to complete the Inter-American Highway will be up for bidding once the Government arranges financing for its one-third share. Negotiations are in progress to authorize greater United States participation in engineering costs.

Work may start within a year on a new water system for San Jose. The first and largest step in the plan will be construction of intakes, pumping stations and a 10-12 mile pipeline to deliver approximately 15 million gallons daily to San Jose, 1,000 feet above the water source. This step includes two pre-stressed reinforced concrete distribution reservoirs and several interconnecting mains. It will cost an estimated $6.5 million, to be financed by the Agency for International Development (AID) and the Export-Import Bank of Washington.

Help for investors

Are you considering investment in emerging world areas? Do you wish to license your technical know-how in developing countries? Do you require guidance in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area Code 202, WOrth 7-4065.

Indian finance firm gets $50 million loan from World Bank

The World Bank has approved a loan equivalent to $50 million to the Industrial Credit and Investment Corp. of India, Ltd., (ICICI), a privately owned and managed development finance company which invests in private industrial enterprises in India.

The loan will replenish the resources of the ICICI, enabling it to continue its foreign exchange lending.

ICICI was organized in 1955 with the advice and assistance of the World Bank and has since become the largest development finance company with which the Bank has been associated.

In its 10 years of operation, ICICI has approved financial assistance totaling $215 million for 374 projects. About half the financing is accounted for by foreign exchange loans, a fourth by rupee loans and the balance by underwriting operations and direct equity investments.

Among the industries receiving financial assistance from ICICI have been those producing chemicals and chemical products, iron and steel, machinery, metal products, electrical equipment, paper, cement and other building materials, automobiles, textiles, food products, glass and pottery.

ICICI has concentrated on those industries, such as machinery, machine tools and chemicals, that are relatively new in India. About a third of the 125 projects which have already come into production were sponsored by entrepreneurs entering industry for the first time.

With continued growth expected in India's private industrial sector, the demand for ICICI financing is expected to rise, particularly for foreign exchange loans. ICICI expects its financial operations to amount to about $42 million in 1965, rising to $61 million in 1970. This loan will cover the bulk of ICICI's foreign exchange requirements until mid-1967. The Corporation is also taking steps to increase its rupee funds.

The Bank loan will bear interest at an annual rate of 5½%. The schedule of repayments to the Bank will be subject to adjustment from time to time so that ICICI's repayments to the Bank will correspond approximately to borrowers' repayments to ICICI which are not to extend beyond fifteen years in each case. The loan is guaranteed by the Indian Government.

GHANA

Bad to worse

U.S. exporters hurdled unusual handicaps to boost sales but new trade regulations will make it even more difficult

By CHARLES W. BASS
Economic Officer,
U.S. Embassy, Accra

Ghana's economic situation has become substantially more difficult in the past few months and seems bound to have an adverse effect on U.S. exports. These economic problems are fundamental, not likely to be resolved in the near future.

Despite many unusual handicaps, American exporters sold goods valued at more than $30 million to Ghana in 1964. U.S. exports to Ghana increased $6.8 million (mostly AID-financed), and the U.S. share of the total Ghanaian import market rose from 6.3% in 1963 to 8.8% in 1964.

Items improving their sales during the first three quarters of 1964 included rice, maize, animal feed, soybean and cottonseed oils, office machines, metal working machinery and tools, electric power generating and distribution equipment, telecommunications equipment, scientific instruments, photographic supplies, motor vehicle parts, chemicals and pharmaceuticals, cotton shirts, and used clothing.

Despite these encouraging facts, it will be increasingly hard for American exporters to make sales in Ghana this year.

A Ghanaian importer summarized the problem: "For American products, I have plenty of local customers, well supplied with local currency. My big trouble is that I have no foreign exchange to buy American goods."

Contributing to the acute shortage of foreign exchange is the declining world price of cocoa, which accounts for roughly 60% of Ghana's export earnings. The price of cocoa fell to its lowest post-World War II level in February. The economy is expected to feel the additional pinch of a current account balance of payments deficit this year, which Ghanaian authorities predict will be substantially larger than the estimated $71.6 million deficit in 1964.

Restrictions

The Ghanaian Government's program of exchange and import controls, instituted in an attempt to remedy the balance of payments deficit, increasingly hampers the introduction of new products and limits the volume of trade. The strict exchange controls would make convertible currency hard to obtain even if it were otherwise available. By the end of April only a few import licenses had been issued for imports from Western countries.

Ghana exports more goods to countries with which it has trade and payments agreements (mostly in the Sino-Soviet Bloc) than it imports from them. To redress this surplus of exports the Government issues import licenses more readily to Ghanaian buyers who purchase in these countries.

Persistent problem

The persistent foreign exchange problem will doubtless keep this policy in effect, as Ghana attempts to use credits accumulated from trade pact partners. This will remain a handicap to American exporters.

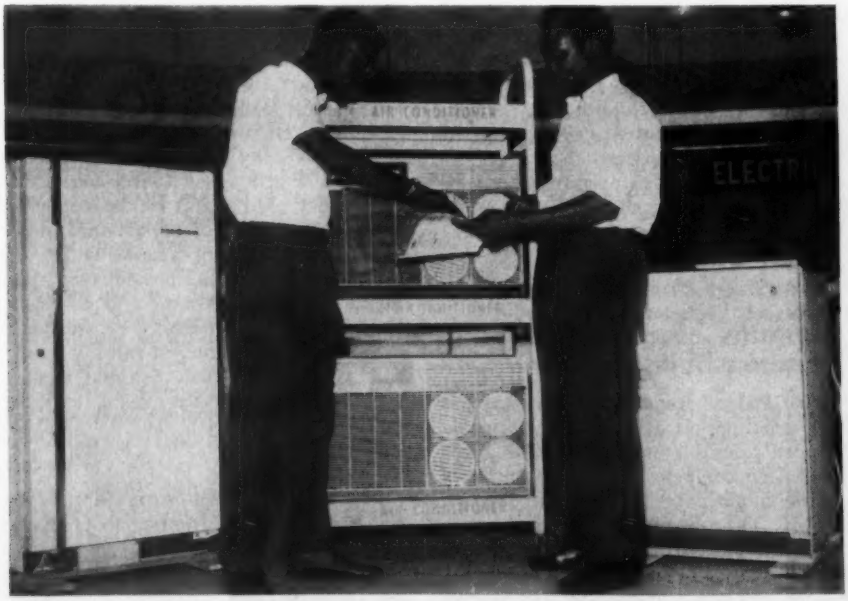
Recent changes in the laws concerning customs duties and taxes, which do not fall harder on American than on other exporters, nevertheless constitute a general deterrent to trade. Additional items were made subject to customs duties in January, and many of the duties already in force were increased.

Examples of new items subjected to duties include: cutlery, scissors, basketware, wicker work, bedding, projectors, wire, wigs, hair nets, metal window fittings, mineral water, caustic soda, and stoves.

Long list

Increases on a long list of items on which customs duties were already being paid include those from 50 to 100% ad valorem on furniture; from 33⅓ to 100% ad valorem on bathing suits; from 12½ to 50% ad valorem on sewing machines; and from the equivalent of $.50 to $4.20 per gallon of beer.

A sales tax of 11½% was also imposed on all goods and products except local raw foodstuffs in January. For imports,

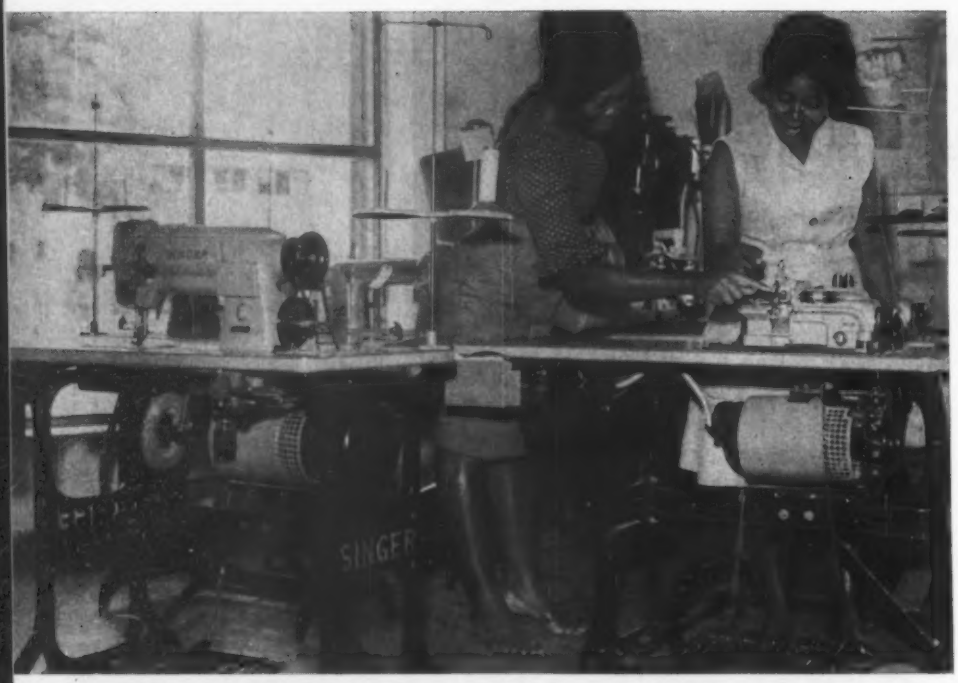


GHANAIANS LEARN to operate new cooling equipment, part of increased U.S. exports during 1964.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.



SEWING UP SALES to Ghana will become harder as Government institutes new import control program. However, nation's trade surplus affords considerable scope for increasing purchase of U.S. goods.

this tax is computed on the landed value of the article, including duty paid. At the same time an increased purchase tax, ranging up to 100% of the selling price, was placed on vehicles.

Positive factors

The American exporter seeking business in Ghana has some positive factors in his favor. Our imports from Ghana in 1964 exceeded exports by $37.4 million ($23.9 million in 1963). The surplus in Ghana's trade with the United States is traditional. The gap, however, affords considerable scope for increasing Ghana's purchases of American goods.

The fact that the country has one of the highest per capita incomes in Africa constitutes another positive factor. An increasingly sophisticated consumer market demands a variety of goods. This year U.S. exports should include significant purchases of materials for construction of the $164 million Volta Aluminum Co. (VALCO) smelter being built at Tema by an American consortium.

Suggestions to exporters

While the current outlook is not favorable for significant expansion of American exports, long range considerations indicate the advisability of maintaining active and aggressive local sales representatives. The maintenance of close contact with the local scene is a decided asset, and visits to gain or maintain familiarity with trade conditions and marketing needs are helpful.

Recognition of the problems faced by local importers and agents is useful in avoiding misunderstandings. Importers are required to submit suppliers' invoices to support exchange control applications for payments abroad. They must also be registered with the Ministry of Trade. Registration fees were raised this year, and now range from the equivalent of $120 to $1,100.

Finally, quality and competitive pricing, supplemented with adequate servicing, offer the best chance for an American exporter to overcome some of the difficulties involved in trying to establish a market for his products in Ghana.

Germany suspends duties on some building materials

The Federal Republic of Germany has suspended import duties on prefabricated wooden houses (tariff number 44.23-B-I) and on concrete building components (tariff number 68.11-A) until December 31. The suspension is retroactive to May 4. Prefabricated wooden houses are normally subject to an import duty of 12.5% and concrete building components to an import duty of 6.8%.

World Bank lends Japan $75 million for new expressway

The World Bank has approved a loan equivalent to $75 million to assist in financing the last section of the 335-mile toll express highway between Tokyo and Kobe. This loan will be used for the 66-mile section between Shizuoka and Toyokawa.

The Expressway will be open to traffic over its entire length early in 1969 and will alleviate traffic congestion in the Tokaido region, one of the greatest concentrations of industry and population in the world.

The loan was made to the Nihon Doro Kodan (Japan Highway Public Corp.), a Government agency responsible for construction, operation and maintenance of many of Japan's toll facilities which include highways, tunnels, bridges and ferries.

The Shizuoka-Toyokawa section now being financed will be a four-lane divided highway designed to the same standards as the rest of the Expressway. The works to be built include up to six interchanges and two service areas. The total cost of this section, including construction, land acquisition, engineering and interest during the construction period, is estimated at the equivalent of $322 million.

The Bank loan will cover about 30% of the estimated construction and land costs. Toll revenues are expected to pay back the entire investment costs, including interest, in a period of between 20 and 23 years.

The Bank loan, which will be made to the Japan Highway Public Corp., will be guaranteed by Japan. It is for a term of 25 years with amortization commencing January 15, 1970. It will bear interest at the rate of 6½%. The standard interest rate of Bank loans remains at 5½%; the higher rate on the present loan represents the first application of a policy which was adopted recently by the Bank of charging higher interest rates to countries which cover their external capital needs mainly in private capital markets.

FABRICATIONS

Scotch steel and non-ferrous fabricators seek license to make fabricated products not exceeding 10 tons.

Write: Edwards, Jamieson & Co. Ltd., 284 Dobbies Loan, Glasgow, C.4, Scotland. WTD

New value-added tax system bill introduced in Danish Parliament

A new 10% value-added tax bill, representing an entirely new system of taxation, has been introduced in the Danish Parliament.

The proposed system would involve 350,000 to 400,000 enterprises and would render about $678 million in fiscal year 1966-67, $340 million more than the present system.

The proposed bill supersedes the current general turnover tax, collected at the wholesale level at the present 12½% rate. The current wholesale tax is levied upon commodities only and exempts important commodity groups, such as goods, while the proposed value-added tax will apply to all goods and services with few exceptions.

It is planned to put the new tax into effect by Jan. 1, 1966.

The new tax shall be paid at all levels of commercial sale of goods and services as well as upon the importation of goods.

Taxable are all new and used goods, including gas, water, electric power, and heat. Also, services such as labor applied in production, manufacturing, processing, repair, maintenance, cleaning, and design of goods; rental of goods; labor on soil, buildings and other real estate; planning and other technical services in construction, building, renovation, repair and maintenance of buildings and other real estate; transportation and storage of goods and transportation of persons; telephone, telegraph, telex and similar services; advertising; typing, electronic data services; hairdressing and beauty parlor services; hotel room and catering services, restaurant services; entertainment, including radio and television.

Enterprises included

Any commercial enterprise marketing the goods and services specified, as well as co-operative and other societies, public institutions, and auctioneers will pay the tax.

The taxable value is the amount of compensation paid, including other taxes and import charges, packing, shipment, insurance, commissions, conditional rebates, installment charges, and interest.

Goods exported or services performed abroad, domestic transportation costs of export goods, processing for foreign account of goods designed for export, and planning and similar services on buildings and other real estate outside of Denmark are exempt.

It is optional to report total taxable sales as goods and services delivered (invoiced) or as payments received. The proposed rate of the value-added tax is 10%. Taxable enterprises must register and deposit not later than 20 days after the end of each calendar quarter, the difference between taxes collected on goods and services sold and taxes paid on goods and services received. Paid taxes in excess of collected taxes shall be refunded; this will apply particularly to exporters.

Imports liable

Tax on imported goods shall be paid at the time of importation, also at the rate of 10% of the import value including customs duty and other import charges. On re-exported goods, refund of tax shall be granted according to the rules on refund of customs duty.

The bill contains an authority for the Finance Minister to grant tax refunds at fixed rates for taxes paid in connection with the building of homes, hospitals and institutions of social welfare, such refunds to be computed per square foot of building area.

Stocks of goods already taxed, in accordance with the 1962 sales tax law, shall be subject to refund of the old tax at the rate of 12½%, whether taxed at this most recent rate or at the original nine per cent rate. In order to ease the fiscal effects of these refunds, repayment of previously paid taxes shall be made in four quarterly installments, to be balanced against payments of taxes due under the new law.

Sales of real estate are exempt from the new tax, as are sales of bonds, stocks, lottery tickets and stamps. Also, noncommercial sales are exempt, for instance the sale of personal property by a private individual. While gas, electric power and heat are considered taxable "goods," they are exempt from taxation if supplied as part of rental, since rental of premises is not taxable.

Diplomatic missions and international organizations shall be exempted from taxation on goods imported, if exempted from payment of customs duty, but shall not be exempted from tax on items purchased locally.

UAR clarifies rules for registering pharmaceuticals

Prior to import and sale in the UAR, finished specialty pharmaceutical and veterinary products must be registered with the Egyptian General Organization for Pharmaceuticals, Chemicals, and Medical Appliances.

Manufacturers wishing to register such products are required to furnish the organization with specific information on their firm; the composition and use of their product; a certificate of free sale; samples of the product, labels and packaging, and to pay a registration fee of seven Egyptian pounds ($16.10). Export companies may also be registered under this procedure, but must also agree to inspection of the goods before shipment.

Bulk chemicals, medical appliances and equipment, as well as some specialty items such as vaccines, insulins, or products manufactured by several companies do not require registration. Goods of this nature are usually purchased against responses to tenders or specific inquiries.

Jamaica restricts imports of large automobiles

The Government of Jamaica has announced that poor road conditions and an adverse balance of payments position are responsible for the April 23 ban on the importation of automobiles with a wheelbase of over 115 inches.

To further restrict the importation of large automobiles, the government plans to revise the tariff rates. This change will increase the overall tax rate from 55% under the general column and from 33% under the Commonwealth preferential column to a scale based on engine displacement as follows:

	General	Preferential
Under 1200 cc.	57%	35½%
1200 cc. to 2999 cc.	60%	38%
3000 cc. to 3999 cc.	62%	40½%
Over 3999 cc.	65%	43%

The surtaxes and additional duties will be incorporated in the new rates. As a result, the preferential margin for automobiles will be increased from 20% to 22% ad valorem.

Mission to Middle East finds chances for U.S. investors

Cooperation wanted in making instant coffee, veterinary medicines, establishing department store, sugar beet refinery

A number of joint venture and licensing proposals have been reported by the recent U.S. Trade Expansion Mission to Iraq, Kuwait and Lebanon. These opportunities cover such diverse activities as the establishment of a department store, the manufacture of tractor parts and the erection of a sugar mill.

Interested firms are requested to show the appropriate Interview Report (IR) number on any correspondence with the foreign firm or with the Bureau of International Commerce.

0133 Poultry farm

An importer and retailer of farm and automotive machinery and equipment, also operating as an oil trucking company in Mosul, is interested in a joint venture to establish a chicken breeding farm. The U.S. partner would be asked to furnish technical know-how and managerial assistance. Established in 1928, firm has 30 employees.

Write: J. Ghazoul and Sons, Mosul, Iraq. **IR-95.**

A recently established poultry farm in Baghdad seeks a joint venture or licensing arrangment to expand its present operation and to add a poultry processing plant for dressing and freezing chickens. Machinery and equipment plus technical know-how is needed for the proposed project.

Write: Zuhair Habboo and Faruq Wazir, Baghdad Hotel, Baghdad, Iraq. WTD. **IR-69.**

1511 General Building Contractors

Beirut residential and general construction firm seeks a joint venture with a U.S. company experienced in similar activities. Details of the collaboration to be negotiated.

Write:. Plan Enterprises, Beirut, Lebanon. **IR-93.**

A Lebanese firm specializing in home construction and land development seeks a joint venture with a U.S. contractor to mechanize and modernize its construction methods. In business since 1918, the firm is an experienced builder of homes in the $17,000 range. Present methods utilize all hand labor, including the manufacture of blocks. Technical know-how and equipment for mechanical block making is requested.

Write: Societe Libanaise d'Amelioration Fonciere, Imm. Lazarich, Rue Emir Bechir, Beirut, Lebanon. WTD. **IR-88.**

2043 Breakfast foods
2099 Instant coffee

Beirut entrepreneur seeks license to manufacture instant coffee and breakfast foods.

Write: Edward Loshkajian, Foch-Mountran Ave., P.O. Box 1129, Beirut, Lebanon. **IR-104.**

2063 Sugar beet refining

Joint venture to established a sugar beet refinery of 2,000 tons daily capacity sought by a sugar beet cooperative in Lebanon. Total cost of the project is estimated at from $5 to $6 million of which cooperative members are reported to have already pledged approximately $700,000. Would consider offers from manufactures of sugar mill equipment for complete construction on a turnkey basis plus a contract for technical help in initial operation of the completed facility.

Write: Sugar Beet Cooperative of the Bekaa, Zahle, Lebanon. **IR-42.**

2834 Veterinary products

A manufacturer and importer of veterinary medicines and organic fertilizers in Beirut seeks a license from a U.S. firm to produce cattle dips, poultry worm pills, vitamin feed additives, ethical poultry drugs, and veterinary supplies for drug administration. Details on the proposal may be obtained directly from the firm.

Write: Ets. A.N. Gebara, P.O. Box 5399, Place Debbas, Beirut, Lebanon. WTD. **IR-60.**

3079 Plastic boxes

A producer of plastic boxes and crates in Basra seeks a U.S. partner to expand its business on a joint venture basis. Molds for plastic products are needed from the U.S. partner. The Basra firm was established in 1950, has a building and some machinery for the venture and employs approximately 25 persons.

Write: K. A. Asady, Tahan & Asady Co., Thowra St. Basra, Iraq. **IR-117.**

3537 Material handling equipment
3541 Machine tools

Beirut industrial machinery importer and commission agent seeks license to assemble or manufacture fork lift equipment or light machine tools.

Write: Abdunnur Commercial & Engineering, Sadat St., Beirut, Labanon. **IR-81.**

3585 Refrigeration equipment

Beirut importer and wholesaler of household and commercial refrigeration equipment is interested in a joint venture or a licensing arrangement for the manufacture or assembly of refrigeration equipment. The firm is also interested in a joint venture to load and package aerosol products, especially freon-12, and spray paints. Complete details may be obtained directly from the firm.

Write: Establissement Faouzi Ayrouth (EFA), P.O. Box 4509, Badaro St., Beirut, Lebanon. WTD. **IR-32A.**

3714 Auto parts and accessories

A Baghdad contractor and sub-contractor for government road work is interested in a joint venture or licensing arrangement to manufacture tractor parts. Present plans call for the initial assembly and semi-finishing of parts, with further expansion at a later date into full production of fast-moving replacement parts. The Baghdad firm has some established sales and distribution outlets in Iraq.

Write: Usama al Kadi, Rashid St., Baghdad, Iraq. WTD. **IR-97.**

5311 Department store

A joint venture to establish department store in Lebanon is sought by the former owner of a Cairo department store nationalized in 1962. Individual has had many years experience in the retail store business.

Write: Mr. Henri Sednaoui, Beirut, Lebanon. **IR-79.**

7010 Resorts

Joint venture sought by Beirut resort owner to expand his tourist project in Northern Lebanon where he has large land holdings. At Laklouk, 5,800 feet above sea level, he now operates two hotels of 23 and 45 bedrooms as well as 11 first class villas accommodating a total of 230 guests.

The proposed project involves an aerial transportation line from the beach at Byblos to the summit at Laklouk, thus offering bathing and skiing to vacationing parties. Hotels, motels and villas to accommodate 4,000 people are planned for the beach and tourist centers developed at the 2000- and 4000-foot levels, with Laklouk to be the deluxe station.

An investment of approximately $10 million is estimated, with the U.S. colloborator supplying about 50%.

Write: Mr. Joseph Saab, President, Development Bank, S.A.L., Beirut, Lebanon.★ **IR-89.**

INSULATING BOARD VENTURE

A leading Monterrey manufacturer of air conditioning equipment seeks a joint venture to produce insulating board for use in low cost housing.

Write: Elizondo, S.A., Apartado Postal 1450, Padre Mier Oriente 372, Monterrey, N.L., Mexico. WTD

HOUSEHOLD APPLIANCES

A Belgian manufacturer of washing and drying machines and other household appliances seeks a license or joint venture agreement to produce U.S. washing machines, dryers, coffee mills, and combination grinders.

Write: Ateliers de Construction A & J Tasiaux S.P.R.L., Huy-Sud, Belgium.

U.S. firms offered licenses to make exhaust gas refiner, handles, glass washer

Swedish manufacturers are offering licenses for the production of an exhaust gas refiner for use on automobiles, industrial chimneys, private homes and restaurants, and U-formed, soft plastic handles for attaching to cardboard boxes. A New Zealand firm is seeking U.S. licensees to manufacture its high speed glass washing machine for use in bars, restaurants and hotels.

Additional information on these products and the names and addresses of the manufacturers are available from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, by referring to the appropriate file number.

- The exhaust gas refiner acts as a combustion chamber placed in the manifold of a motor, and is reported to have an endurance equivalent to a car's chassis. This device to eliminate impurities from exhaust gases is claimed to lend itself readily to mass production with a net production cost estimated at less than $20 per unit. Although preliminary tests have been made, the developer is seeking a U.S. company to further test and develop the device under actual working conditions on American cars and in industrial and commercial applications. **File 1326**
- The soft plastic handles are designed for attaching to cardboard boxes used by stores to pack dresses, suits, and other bulky merchandise. It is supposedly very easy to attach by inserting the ends of the handle into slits in the carton. The design eliminates slipping and places the handle in the proper position for easy carrying. **File 1149-R**
- The washing machine was displayed at a Motel and Hotel Exposition in the U.S. last year, where it attracted considerable attention. Features claimed include: capacity to wash and remove any type of lipstick from up to 34 glasses in about one minute; leaves glasses spotless and sparkling; automatically controls the temperature of the water and will not operate until water reaches 175°; last cycle is a cold rinse which allows immediate use of glasses after washing. It measures 33″ high, 26″ wide, and 20″ in depth. **File 1327**

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.

GOOSE LIVER, ANYONE?

A leading geese-breeding establishment with all appropriate installations, facilities, and equipment for the final preparation and canning of "foies gras," is interested in American capital participation and invites joint-venture proposals from U.S. companies.

Write: Mr. Bernard Lemee, Owner and Manager of "Domaine d'Helios-Land" at Souprosse, France. WTD.

POTS AND PANS

A New Zealand firm wants a licensing arrangement to manufacture a range of American designed pots and pans, frying skillets, casseroles and related cookware.

Write: The Aluminum Co. of New Zealand, Ltd., 105 May Road, Mount Roskill, Auckland, S.3, New Zealand.

Pakistan reports cover industries due to expand, poultry and egg market

According to the Investment Advisory Centre of Pakistan, the Government of Pakistan is developing a broad program of industrial expansion during the course of its Third Five Year Plan.

This program includes the development of a number of industries which may offer opportunities for U.S. private investment, ranging from the manufacture of industrial starches and marine engines to porcelain insulators and ballpoint pens.

Firms interested in obtaining information concerning investment in Pakistan and a list of the 87 businesses slated for expansion in Pakistan's Third Five Year Plan should *write*: Bureau of International Commerce, Office of International Investment, IRD, Dept. of Commerce, Washington, D.C. 20230.

The Investment Advisory Centre has also prepared a 14-page report of possible interest to U.S. investors entitled "Poultry and Egg Market—Karachi." Although the study is confined to the market in the Karachi area the situation is reported to apply to many other areas of the country.

Write: Investment Advisory Centre of Pakistan, Farid Chambers, Victory Road, Karachi.

ELECTRIC BELLS

A New Zealand manufacturer of a range of products in the fire alarm and protection field, steel and aluminum fabrications, and electrical equipment, seeks U.S. licenses to make 24-volt and 12-volt electric bells for general purposes, including domestic doorbells, flexible sectional overhead garage doors operating on rollers for residential and industrial use, and small hand-operated material handling equipment for warehouse use in handling barrels, drums and light general cargo. This equipment might be motorized; and hoisting gear, block and tackle type, possibly motorized.

Write: Mr. W. Jarvie, General Manager, Wormald Bros. Industries (N.Z.) Ltd., 6 Portage Road, New Lynn, Auckland, S.W. 4, New Zealand.

LIGHT FIXTURES, SHADES

A German manufacturer of lighting fixtures and lamp shades is interested in being licensed by American companies to make similar U.S. products.

Write: Rudolf Arnold KG, 428 Borken/W., Germany. WTD.

Pakistan publishes two new investment studies

Two reports prepared by the Investment Advisory Center of Pakistan contain material of likely interest to potential private investors. The first, is a 33-page study entitled "Investment Opportunities in Import Competing Sectors", the other an 11-page study on "Leasing of Machinery—Another Method of Financing Foreign Exchange for a Developing Country".

The purpose of the first report is to identify opportunities for new investment in industrial sectors, based on the theory that products now being imported by Pakistan can be systematically replaced by local manufacture. Major groups covered include machinery, iron and steel, transportation equipment and mineral and vegetable oils. The text is supported with charts and tables.

The second report presents an evaluation of the advantages of Pakistani firms acquiring machinery and equipment on lease from foreign producers as against import through a foreign exchange loan or a joint venture arrangement. A hypothetical example of a cement plant is selected for the purpose of this comparative study.

Write: Investment Advisory Center of Pakistan, Farid Chambers, Victory Road, Karachi.

Investment dispute accord gets first 2 signatories

During May the Convention on Settlement of Investment Disputes, submitted to governments by the Executive Directors of the World Bank, received its first signatures. Tunisia signed the Convention on May 5 and the United Kingdom signed on May 26.

The Convention will enter into force upon signature and ratification by 20 States.

East Pakistan businessman proposes joint venture to make aggregate from clay

An East Pakistan businessman wants a joint venture to construct and operate a plant to produce coarse aggregate from local clay. Initial plant capacity set at 250 to 300 tons of finished product daily with expansion possible when necessary.

Aggregate essential immediately for road construction program which will require an estimated 2.5 million cubic yards of coarse aggregate. Total plant is estimated at $900,000, including foreign exchange component of $500,000 of which U.S. collaborator would provide $250,000. The Pakistan entrepreneur commands ample capital to undertake the venture and has excellent credit references. He will visit the United States for approximately five weeks, beginning about the 20th of July.

U.S. firms interested in appointments to discuss details of this venture should **write:** Bureau of International Commerce, Office of International Investment, **File 4-3295-3,** Dept. of Commerce, Washington, D.C. 20230.

WOMEN'S COSMETICS

Manufacturer of hair dressing preparations and make-up including hair spray, color spray, hair shampoo, hair fixative, eye liner, cream eye shadow, and beauty spots, is interested in being licensed by U.S. firms for the manufacture of women's cosmetic articles of all kinds, such as hair dressing preparations, face make-up.

Write: Jofrika J. Karbe KG, 505 Porz-Ensen, Germany.

GRAB-BAG

A New Zealand manufacturer of sporting goods, hardware, and sports clothing seeks U.S. license to produce table and cocktail glassware; men's tee shirts and sports shirts; wall and table clocks; plastic foam swimming boards; and injection and blow molding of plastic general consumer products.

Write: Allan G. Mitchell Ltd., 1 Emily Place, Auckland, C.1, New Zealand. WTD.

COSMETICS

A German manufacturer of hair dressing preparations of all kinds and aerosol products including perfume spray, dog spray, foot spray, and automobile sprays is interested in being licensed by American companies to manufacture all kinds of cosmetic articles as well as technical aerosol products.

Write: Lu-Kosmetik, Joachim Lutze, 198 Benrader Strasse, 415 Krefeld, Germany. WTD.

INDSTRIAL CONTROL GEAR

A French manufacturer of instruments and apparatus for industrial regulation and control, desires to manufacture under license apparatus complementary to its own line.

Write: Compagnie de Regulation et de Controle Industrial (CORECI), 4 rue Desparmet, Lyon 8, France. WTD.

El Salvador issues foreign exchange rules

El Salvador's Central Reserve Bank has set certain conditions for approving applications for purchase of foreign exchange, in accordance with a policy to restrict growth of commercial credit.

Exchange for the importation of raw materials or goods for use in agricultural, livestock or industrial production (including construction) will be authorized within 360 days from the date that the merchandise has been embarked for El Salvador.

Exchange intended for importation of merchandise not included in the above will be authorized only within 120 days, not extendable, of the date that the merchandise has been embarked for El Salvador.

Validity of authorizations for the sale of exchange will not exceed the limits outlined.

Payment for merchandise that has entered the country prior to last March 31 will be authorized without restrictions during the present year.

These regulations are not applicable to imports from the Central American Common Market.

U.S. exporters are cautioned against granting any greater terms than those listed above as it appears that payments delayed beyond these limits may not receive exchange coverage. There is currently no provision for exception to these time limits.

Germans set molasses quota

The Federal Republic of Germany has established a quota of unannounced size for imports of beet sugar molasses from all countries other than the Soviet bloc. Applications for import licenses may be made until July 7. The last date for importation is July 15. The quota has been opened in anticipation of a relatively small molasses output from the 1965-66 sugar beet crop.

PAPER SACKS

A cross-licensing arrangement to make all kinds of paper sacks is sought by a German firm which manufactures sewed and glued valve sacks, satchel bottom sacks, small-bottom sacks, folding sacks and flat sacks. The enterprise's customers are cement factories, chemical firms and food manufacturers.

Write: Herkules Papiersackfabriken Brunstermann & Co., 472 Beckum/W., W. Germany. WTD.

Bids sought in Iraq for numerous things

Iraq apparently is a good place to look if you want to sell: tool steel, lead bricks, potato starch, talc powder, electric sanitary equipment, and black rubber soles and heels.

Bids for these, for construction of a grain silo and a drainage system, have been invited by several organizations. Also sought is technical information on U.S. cars and trucks.

Steel, bricks

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, has asked for bids on 42 items of tool steel totaling about 12,700 kgs., and 5,000 lead bricks containing 2% antimony. Tender No. 65/Prod/¼, bid deadline July 3. Tender documents may be obtained free from the Military Attache, Iraqi Embassy, Washington, D.C.

Silos

Iraq's Grain Board of the Ministry of Economics, Baghdad, has approved $11.2 million for new grain silos, and also expansion and additions to existing silos.

Plans include two new concrete silos, one estimated to cost $1,820,000 and having a 12,000-ton capacity to be constructed at Kirkuk and the other at Diwaniya, with a 24,000-ton capacity and costing about $2,520,000. Over $5 million is for 20 simple, small silos from 3- to 5,000-ton capacity each, which will be used for the preliminary cleaning of grain and also for temporary storage. A 12,000-ton storage unit addition, costing $420,000 and certain finishing work, $140,000, to the existing silo in Baghdad will be made, as well as erecting prefabricated, metal roofed sheds for all existing silos to cost about $700,000.

The Grain Board invites consultants and companies to notify the Board of their interest and qualifications.

Plans are to install very simple, non-automatic equipment in the new silos, and the Board advises interested companies to trim their prices considerably if they wish to compete successfully.

Drainage

Tender documents with addenda A and B are available for review on Baghdad's drainage system construction for Contract No. 6, Drainage of Adamiyah and the Ghazali Pumping Station in the Waziriyah section. Bid deadline is July 8. (INTERNATIONAL COMMERCE, May 10, p. 22; Jan. 4, p. 68.)

The document book of instructions, conditions and specifications is for review only, not for loan, in the Building Materials and Construction Industries Division, Room 4014 (BDSA-6460), Department of Commerce, Washington, D.C.

Starch, powder

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, has issued Tender No. 65/Prod./4/6 for the supply of potato starch, 5 tons; talc powder, 3 tons; gum acidic maize starch, 3 tons; and activated charcoal granules for dry cell battery production, 300 kilograms.

Tenders should be submitted by July 17.

A copy of the tender is available to firms located in the United States from the Food Industries Division, BDSA 6280, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4794).

Data on cars, trucks

Brig. Sadik Tikriti, Director General, Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, requests current trade publications and technical data on U.S. made cars and trucks.

The Ministry of Defense maintains automotive equipment and purchases spare parts.

The Government of Iraq is planning major modernization and expansion of service stations, and the Director General of the Administration for Distribution of Oil Products, Ministry of Oil, Baghdad, is interested in receiving catalogues and price lists on the latest design products in service station equipment.

Copies of service station and oil marketing trade journals are also requested for reference and research purposes. Contact Said Ayyoub at the above address.

Soles, heels, laces

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, has invited bids on 5,000 pairs of black rubber soles, 23,000 pairs of black rubber heels, and 23,000 black shoe laces. The heel and sole sizes to be 30% size ⅞, 30% size 9/10, 40% size 11/12.

Bid deadline is July 13 on Tender No. 65/Prod/2/7. A copy of the tender request is available to firms located in the United States from the Rubber, Leather and Allied Products Division, Room 4037, BDSA-6290, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3381).

Ireland plans construction of animal feed plants

The Irish Agricultural Organization Society, Ltd. plans to build four or five animal feed manufacturing plants in Limerick, Kilkenny, Sligo and Waterford.

The above Society or IAOS seeks bids from companies interested in constructing the Limerick plant. Completed plans show it to have a capacity of 10 tons per hour with provision for cubing and pelletting.

The Society also imports feed grains besides controlling all of Ireland's agricultural cooperatives and provides them with technical information concerning production and marketing.

Write to Colm Costello, Chief of the Animal Feed Compounding Section of the IAOS.

Deadline extended

The Presidency of Engineering (Secretary of the Tenders Construction Board), Baghdad University, Baghdad, has announced that the deadline for the tender for supply and installation of electric sanitary and air conditioning equipment in the new printing press building at the University, has been extended from May 31 to July 31. (INTERNATIONAL COMMERCE, April 26, p. 68.)

More construction set on Murray Two project

Australia's Snowy Mountains Hydro-Electric Authority (SMA) invites registrations to tender on Contract No. 20089 which covers the second stage construction of the Murray Two (M2) Dam, construction of the M2 pressure tunnel and also the M2 power station.

June 28 is the deadline for registering with the Business Manager, Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma North, N.S.W., Australia. The interested bidders' letters of application should contain a brief description of their firm's financial and technical resources, also outline previous works in this field.

From the registered firms, SMA will invite tenders on or about July 30 and forward tender documents. Closing date will be Oct. 18; bids must be accompanied by a preliminary deposit of $22,400.

Work involved in this contract includes:

Construction of the second stage of a concrete arch dam, with a gated chute spillway, approximately 440 ft. at crest length and a height of 100 ft. above the concrete foundation block. The foundation block comprised the first stage of the dam.

Excavation of a horseshoe-shaped tunnel, 27′ 4″ high by 26′ 6″ wide and approximately 1½ miles in length; concrete lining of the tunnel to a horseshoe-shaped section, 24′ 6″ high by 24′ 6″ wide; excavation for, and construction of a tunnel inlet structure, surge tank, tunnel bifurcation, pipeline tunnels and valve house; excavation for, and construction of concrete anchor blocks, piers and supports for two pipelines and distributors (which are to be supplied separately under another contract).

Completion of excavation for, and construction of a concrete framed power station approximately 330 ft. long by 100 ft. wide by 130 ft. high, containing machine bays for four turbo-generator units, control building, assembly bay and visitors bay.

Completion of excavation for, and concrete lining of a tailwater bay; removal of a cofferdam; completion of channel lining in the tailwater channel; install metal work to be furnished by SMA.

Aug. 1, 1968, is the expected completion date for the dam and pressure tunnel; all work necessary to enable the commissioning of the first two units of the power station is to be completed by Nov. 1, 1968; the entire contract is to be completed by June 1, 1969.

Machinery, steel shapes to be purchased in Korea

The Office of Supply, Government of the Republic of Korea, Seoul, has issued Tender No. KFX-5057-P, bid deadline June 22, for torque converters (6), gear boxes (6), air compressors (6), steel channels, angles and plates, and axles for roller bearings (24).

Specifications are available on short term loan to firms located in the United States from the GIE&C Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-5589).

Greek Defense Ministry plans electric network

The Greek Ministry of National Defense, General Air Staff, Public Works Directorate, has issued an announcement pertaining to an international NATO bid entitled "Construction of Electrical Distribution Network and Procurement and Installation of Stand-by Generating Sets in Dispersal Site at New Anchialos-Elefsis-Souda A/F". The project is unclassified and its cost is officially estimated at £27,220 or about $76,200.

The project calls for the procurement and installation of the following stand-by generating sets: 1 unit 25 kv.-a; 1 unit 15 kv.-a.; 2 units 10 kv.-a.; 3 units 5 kv.-a., and an undisclosed number of 3.20 kv.-a. portable generating sets.

Firms eligible to participate must declare their interest in writing to the General Air Staff, Public Works Directorate, 9 Lycourgou St., Athens 11, Greece, by June 15. Deadline for submission of tenders is July 14.

Only U.S. firms certified eligible from security, professional and financial standpoints for NATO international competitive bidding (ICB) may participate.

Information about this project, specifications, and details on becoming certified for NATO-ICB may be obtained from BDSA's Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230. (Telephone 202-WO 7-4674.)

Honduras calls for bids on two access roads

The Directorate of Highways in the Honduras Republic Ministry of Communications and Public Works invites bids for construction of two access roads under Contract Nos. 65-P7 and 65-P8.

Deadline is 10 a.m., June 24 for receipt of sealed bids in the Office of the Ministry of Tegucigalpa.

Plans, specifications and contract documents are available for $50 for Contract No. 65-P7 which includes the following items of work and quantities:

Approximately 131 thousand cu. yds. of Class I Excavation, over 18 thousand cu. yds. of sub-base, about 400 cu. yds. of structural concrete, 27.6 short tons of reinforcing steel and 777 yds. of drainage pipe.

Documents for Contract 65-P8 cost $25, and the project will involve approximately 71-thousand cu. yds. of Class I Excavation and over 10 thousand cu. yds. of sub-base.

A 5% guarantee must accompany each bid. Documents are available for these two projects from the Direccion General de Caminos, Ministerio de Communicaciones y Obras Publicas, Tegucigalpa.

New Zealand Government seeks drafting equipment

The New Zealand Government has issued a tender request for drawing equipment including:

Twelve pencil sharpeners, 168 protractors, 660 set squares, 12,420 yards of bleached calico, 31,500 rubber hand erasers, 200 gross of Ariel Plug erasers, 2,400 erasers for erasing machines and 1,500 erasing shields.

Also 49,440 drawing pins, 7,200 sandpaper blocks, 9,678 round hand pens, 900 cards of round hand pens with holders, 2,520 penholders, 3,600 clutch pencils, 3,060 tubes of leads of clutch pencils, 32,724 boxes of various pencils, and 5,172 artists' brushes.

Also 16,944 bottles of waterproof drawing ink with pipette stoppers, 96 nests of color saucers, 5,798 rolls of drawing and tracing paper, 980 rolls of blue tracing cloth, 3,840 sheets of mould made drawing paper.

Copies of the bid documents are available from the New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington, D.C. 20036.

The tender number is 1810, and the bid deadline is noon, June 30. Bids should be submitted to the Government Printing Office, Private Bag, Wellington, New Zealand.

Uruguay calls for re-bids on four highway projects

Uruguay's Ministry of Public Works (MOP) has renewed the invitation for interested companies to bid on sections of National Highways Routes 5 and 26. The new bid divides the work into four projects:

Route 26, Section B West (Eucalipto to Canada de las Mimbres); Route 26, Section B East (Canada de los Mimbres to Tacuarembo); Route 5, Section 4 North (Canada Sauce de Alonso to Rivera); and Route 5, Section 4 South (Tacuarembo to Canada Sauce de Alonso). (INTERNATIONAL COMMERCE, Jan. 18, p. 82, and Feb. 8, p. 29.)

Companies bidding on the Route 26 sections (MOP Bid No. 70) may offer a combined bid on Route 26, Section B, and similar bids on Route 5 sections (MOP Bid No. 71) may be combined with Section 4, Route 5.

Bid deadline is 11 a.m. June 24 for the Route 26 sections and 11 a.m. June 28 for the Route 5 sections.

The renewed bid on portions of Routes 5 and 26 does not affect the previous call for bids on the two final portions (MOP Bid 64). (INTERNATIONAL COMMERCE, May 3, p. 38.)

Write: Secretaria del Ministerio de Obras Publicas, 18 de Julio 1118, Montevideo.

Pre-fabricated buildings to be put up by SHAPE

An invitation to bid for three pre-fabricated metal buildings has been announced by Headquarters Allied Forces Central Europe (AFCE). Bids must be submitted on or before July 12.

Specifications call for three buildings, six meters wide and approximately 16, 15 and 13 meters long, respectively. Two buildings are to be used as sleeping quarters for 14 and 16 men; the third will serve as cookhouse, messhall and rest-room, including WC.

Tenderers shall be required to provide a drawing of the proposed building in elevation, together with descriptive folders or photographs of the whole or a technical description. Bids should be addressed to Purchasing & Contracting Officer, Headquarters AFCE, Building 5, Camp Guynemer, Fontainebleau, S&M, France.

Copies of the invitation to bid, specifications and bid form are available to U.S. firms from the Department of Commerce's Trade Opportunity Staff, BDSA-6192, Washington, D.C. 20230. (Telephone: 202-WO 7-4674.)

Television studio cameras are wanted in Argentina

Argentina has announced International Public Tender No. 1/65, calling for bids for the supplying of television and movie cameras for station L. S. 82 TV, Canal 7.

Wanted are five 4½" Orthicon cameras, complete with accessories, spare tubes and lens. Three 16 mm. film projectors and sound equipment are also wanted.

Bids will be accepted until 3 p.m. June 30 at L. S. 82 TV Canal 7, Leandro N. Alem 707, Buenos Aires, Argentina. Copies of the bid terms and conditions, in Spanish, are available from the Office of the Economic Counselors, Embassy of the Argentine Republic, 1600 New Hampshire Ave. NW., Washington, D.C. Telephone 202-332-7100.

Loan copies, in Spanish, are available to firms located in the United States from the Electronics Division, BDSA-6420, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone 202-967-4036.

Honduras requests bids for steel, pipe, fittings

Bids for galvanized steel pipe and fittings, asbestos-cement pipe and cast iron fittings, steel pipe and fittings, couplings, valves and appurtenances are wanted by the Servicio Autonomo Nacional de Acueductos y Alcantarillados (SANAA), Tegucigalpa, Honduras. Deadline is July 9.

The pipe materials are to be used to construct water supply systems.

Financing for the above materials and construction of the project is available from the International Development Bank under the terms of IDB Loan No. 95-TF/HO.

If necessary, the International Development Bank through SANAA will, by letter of credit, set up a fund in a U.S. bank, authorizing payment from the fund to the successful bidder, in U.S. dollars, upon delivery of the required materials in compliance with the specifications.

Loan copies of the tender documents are available to firms located in the United States from the Iron and Steel Division, BDSA-6380, Room 4222, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2363.

Electronic components sought by Korean Office of Supply

The Office of Supply, Government of The Republic of Korea, has issued Invitation No. KFX-5059-S calling for various quantities and types of electronic components and equipment.

Wanted are over 80 types of tubes, in quantities of five to 500, as well as spare parts for various types of carrier equipment and radio, such as Panhandle FM carrier, NEC carrier, OKi OS-12 and OS-1201 carrier, and TCB-E1, TO-12E1, carrier manufactured by Fujitsu, Ltd., as well as RCA ET-8049A and other VHF radio, manufactured by Motorola and Fujitsu, Ltd. Bid deadline is June 28.

Loan copies of the bid terms and conditions are available to firms located in the United States from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230, Telephone 202 967-4036.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crops

PAKISTAN—Barley seed. Requests quotations c&f Karachi. Murree Brewery Co., Ltd. (importer, manufacturer), P.O. Box 13, Rawalpindi, West.

149 Non-metallic minerals

HONG KONG—Cut diamonds, from 0.50 to 1.0 carat each. Quality certificates must be provided. Luen Fung Trading Co., Second Floor, 40 Des Voeux Rd., West, Hong Kong. WTD 12/28/64.

195 Small arms

FRANCE—Sporting arms and ammunition; hunting and similar types. Direct purchase and agency. F. Grasset & Cie. (importer, dealer), 8 rue de Saint-Quentin, Paris 10. WTD 3/4/65.

200 Food products

★★ KUWAIT—Trade Mission

Edible oils, bottled condiments, canned fruits and vegetables, instant coffee, instant tea, tuna fish. Malhotra Commercial Concern Agencies (importer, wholesaler), P.O. Box 251, Kuwait. WTD 11/12/64. TM 8.

★★ LEBANON—Trade Mission

Glucose, 2000 tons; corn starch, 500 tons. Antoine Mecattaf & Fils (importer), P.O. Box 1367, Beirut. WTD in preparation. TM 25.

Prepared dinner items, flavoring extracts, canned meats, fruits, popcorn. Ets. Georges Abu Adal & Cie. S.A.L. (importer, retailer), P.O. Box 1332, Beirut. WTD 9/16/64. TM 43.

Canned fruits and vegetables; flour; cheese and dairy products. Toufic J. Atallah & Fils (importer-wholesaler), Rue Foch, Imm. Kassar, Beirut. WTD in preparation. TM 14, 15, 16.

PAKISTAN—Canned provisions such as ham, bacon, coffee. Requests quotations c&f Karachi. Direct purchase and agency. Sind Trading Co. (importer, manufacturers' agent), 20 Motan Bldg., Bunder Rd., Karachi 2. WTD 6/21/63.

SENEGAL—Fish, including cod, dorade, red mullet fresh, frozen, salted and dried; shrimp, and shark fins. Comptoir d'Exportation du Poisson (government exporting co.), P.O. Box 3176, Dakar.

201 Meat products

GERMANY—Canned poultry. Direct purchase and/or exclusive agency. Requests quotations cif Bremen. Hanns Hatlich (importer, distributor, sales agent), 150 Nettenscheider Weg, 599 Altena/W. WTD 5/17/65.

★★ IRAQ—Trade Mission

Canned beef. Seddik Aqrawee (importer), Mosul. WTD in preparation. TM 110.

202 Dairy products

FRANCE—Skim and whole powdered milk. Direct purchase and agency. Societe OMNILAIT (importer, exporter), 90 rue de la Victoire, Paris 9. WTD 3/10/65.

203 Canned, preserved fruits, vegetables

GERMANY—Canned fruits and vegetables, all kinds. Direct purchase and/or exclusive agency. Requests quotations cif Bremen. Hanns Hatlich (importer, distributor, sales agent), 150 Nettenscheider Weg, 599 Altena/W. WTD 5/17/65.

HONG KONG—Canned foods, all kind. Marmichen, Ltd. (importer, exporter), 1403 Hang Seng Bank Bldg., 77 Des Voeux Rd., Central, (Post Office Box 13047), Hong Kong. WTD 12/7/64.

★★ IRAQ—Trade Mission

Canned fruits, vegetables, sardines. Seddik Aqrawee (importer), Mosul. WTD in preparation. TM 127.

SAUDI ARABIA—Canned foods, all kinds, including canned tomato paste. Requests quotations c.i.f. Jidda. Arabian Establishment for Trade, Shipping and Air Navigation (commission agent, importer, wholesaler), P.O. Box 832, Jidda. WTD 12/1/64.

204 Grain mill products

BELGIUM—Rice bran, feedstuffs. Riz & Fourrages S.A. (importer, wholesaler), 11a Wiegstraat, Antwerp. WTD 5/21/65.

★★ IRAQ—Trade Mission

Rice, California type. Abdul Redha & Bros. (exporter, importer), Damirji Bldg., Bank St., Baghdad. WTD 1/4/64. TM 8.

Raw materials for animal fodder. Technical Animal Feeds Co., W.L.L. (Manufacturer), 2/181 Suq Al-Ghazil, Jamhouriya St., Baghdad. WTD 4/29/65. TM 51.

Rice. Mahmood al-Samman & Co. (W.L.L.) (importer, exporter), Bab al-Sarai, Mosul. WTD in preparation. TM 84.

Rice. Seddik Aqrawee (importer), Mosul. WTD in preparation. TM 109.

JORDAN—Seeds for use as livestock feed. Direct purchase and agency. Bethlehem Trading Agency (commission agents), P.O. Box 1266, Amman. WTD 5/28/65.

★★ KUWAIT—Trade Mission

Rice, white, polished and half polished, grades 5 and 7, in 100 lb. bags, 10,000 tons. Ahmad Bahman Bros. (importer, wholesaler), P.O. Box 88, Kuwait. WTD 2/4/64. TM 17.

Rice, milled, white, long-grained, 100,000 lbs. in 100 lbs. bags; par boiled yellow .long-grained, milled, 200,000 lbs. in 50 lbs. bags. Abed Ali Raheem (importer, wholesaler), P.O. Box 1050, Kuwait. WTD 1/14/65. TM 12.

Poultry feed. Mahmoud Jamil Kaddoumi (importer), P.O. Box 1241, Kuwait. WTD 3/26/64. TM 3.

SAUDI ARABIA—Wheat, wheat flour, rice of all types; seeks offers cif Jidda from US firms. Ahmad Abu Bakr Baghaffar & Sons (importer, wholesaler), P.O. Box 20, Jidda. WTD 5/28/63.

Rice, long grain; best quality white flour; hard wheat; requests specifications, samples. 'Abd al-Kadir 'Abd al-Rahman Altazi (importer, wholesaler, retailer), P.O. Box 1037, Jidda. WTD 5/23/65.

Wheat, wheat flour, rice of all types. Arabian Establishment for Trade, Shipping and Air Navigation (commission agent, importer, wholesaler), P.O. Box 832, Jidda. WTD 12/1/64.

206 Sugar

★★ KUWAIT—Trade Mission

Sugar, white, refined 10 tons in 1½-lb. and 2-lb. polyethylene bags; quotes C. and F. Kuwait. Abed Ali Raheem (importer, wholesaler), P.O. Box 1050, Kuwait. WTD 1/14/65. TM 11.

SAUDI ARABIA—Refined sugar, packed in double bags of 50 or 100 kilograms. 'Abd al-Kadir 'Abd al-Rahman Altazi (importer, wholesaler, retailer), P.O. Box 1037, Jidda. WTD 5/23/65.

207 Confectionery

SOUTH AFRICA—Macadamia edible nuts. Brittan's Sweet Centre (manufacturer, retailer, agent), P.O. Box 42, Saxonwold, Transvaal. WTD 5/11/65.

209 Food preparations

AUSTRALIA—Large size sunflower seed kernels. Requests f.o.b. quotations. David L. Prescott Pty., Ltd. (importer, wholesaler), 73 Roebuck St., Mile End, South Australia. WTD 5/19/65.

GERMANY—Vegetable albumen; requests replies with price quotations cif German or Dutch ports, in German. Berthold Geier (importing distributor), 33 Husemannstrasse, 465 Gelsenkirchen. WTD 5/18/65.

★★ KUWAIT—Trade Mission

Prepared foods and candy, particularly corn chips. Boland & Gharabally Co. (wholesaler), P.O. Box 649, Kuwait. WTD 10/20/64. TM 29.

Vegetable ghee, 5- and 40-lb. tins large quantities sought quotations c. and f. Kuwait. Ahmad Bahman Bros. (importer, wholesaler), P.O. Box 88, Kuwait. WTD 2/4/64. TM 18.

★★ LEBANON—Trade Mission

Aerosol whipped cream, bottled condiments. C. Catafago & Cie S.A.L. (retailer), 78 avenue des Francais, Beirut. WTD 5/5/65. TM 6.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

221 Broad woven fabric

FINLAND—Fabrics, yarns, all types raw materials, supplies used for manufacture of textiles; requests descriptive literature, price lists, terms; direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki. WTD 1/13/65.

★★ IRAQ—Trade Mission

Infants' blankets, crib furnishings, diapers. Magasin George (Retailer), Mustansir St., Baghdad. WTD 5/18/65. TM 80.

SAUDI ARABIA—Cotton, dacron textile, primary interest is shirting material. Zaki M. S. Salim, P.O. Box 561, Dammam. WTD 2/24/65.

222 Broad woven fabric, man-made, silk

HONG KONG—Woolen, nylon, Dacron, and mixed fabrics for men's and women's garments. Marmichen, Ltd. (importer, exporter), 1403 Hang Seng Bank Bldg., 77 Des Voeux Rd., Central, (Post Office Box 13047), Hong Kong. WTD 12/7/64.

VENEZUELA—Tie fabrics, rayon, for own use. Requests replies in Spanish. Isaac Benaroyo (manufacturer, wholesaler, distributor), Edificio Carmo, Oficina 6, Padre Sierra a Munoz No. 28, Caracas. WTD 5/21/65.

228 Yarn, thread

IRAQ—Synthetic yarns for knitting men's and women's hosiery, 30 tons annually. Baghdad Knitting & Socks Co. (W.L.L.) (Manufacturer), -/1/240 Arasa 68, Baghdad. WTD 5/25/65.

★★ IRAQ—Trade Mission

Continuous filament viscose rayon yarn, den. 120, 150, 200, 300, bright on cones, 450 tons; highly twisted viscose rayon, den. 120, 150, 200 on cheese averaging 2,000 TPM. Haj Younis Weaving Co., S.A. (manufacturer), Adala St., Mosul. WTD 5/29/65. TM 142.

Rayon yarn for weaving piece goods. Abdullah J. Ghazaleh (manufacturer, representative, wholesaler), Gharibjan Bldg., Shorja, Baghdad. WTD 11/5/64. TM 87.

MOROCCO—Yarns, synthetic and artificial, for use in the local weaving industry. Quotations Casablanca; direct purchase and agency. CORETEX, 42 Avenue de l'Armee Royale, Casablanca. WTD 5/17/65.

PAKISTAN—Art, silk yarn. Requests quotations c&f Karachi. Direct purchase and agency. Iqbal Hussain and Co. (importer, manufacturers' agent), Napier Rd., Karachi 2. WTD 1/26/53.

230 Apparel

IRAN—Medical and hospital apparel; e.g. trousers, scrub gowns, jackets, and other apparel used in medical profession; request descriptive literature and price quotations C & F Khorramshahr; quantities to be determined through correspondence. Bongah Daroui Sepah (government agency), Maydane Bagh Shah, Tehran. WTD 2/26/65.

★★ IRAQ—Trade Mission

Infants' wear, cotton and rayon; boys' ready made suits, bow ties, girls' dresses, boys' and girls' overcoats, beach hats. Magasin George (Retailer), Mustansir St., Baghdad. WTD 5/18/65. TM 81.

Men's, women's, children's clothing, sports wear. Direct purchase and agency. Khairy Dabbagh (importer, wholesaler, retailer), Mosul. WTD 8/20/64. TM 93.

239 Fabricated textile products

★★ IRAQ—Trade Mission

Large cotton bags, equipped with zipper, to contain 15 tons of dates. Hassan Y. Mohanna, Basra Date Export Co. (exporter, importer), Basra. WTD 7/8/64. TM 129.

243 Millwork, veneer, plywood, prefabricated structural wood products

SAUDI ARABIA—Sawn timber of various thicknesses and widths for woodwork of buildings, ferro-concrete works, furniture. Plywood, various types, for furniture. Sa'id Abu Bakr Bashrahayl & Sons (importer, wholesaler, retailer), P.O. Box 372, Jidda. WTD 5/3/65.

259 Furniture, fixtures

BELGIUM—Kitchen equipment, high quality, including self-service counters. Werkhuizen Rubbens, N.V. (importer, wholesaler, exporter), 80 Jan Breydelstraat, Berchem/Antwerp. WTD 5/21/65.

FRANCE—Restaurant and hotel furniture and equipment. S.O.F.I.T.E.L. (contractor), 15 rue des Pyramides, Paris 2. WTD 3/9/65.

262 Paper

● **EL SALVADOR**—200 reams newsprint, basis weight 56 grams per sq. meter, and 200 reams paper basis weight 90 grams per sq. meter, coated both sides, all 30″ x 40″. Tender No. 59(65), bid deadline June 24. Proveduria General de la. Republica, Avenida Espana 613, San Salvador. Correspondence preferred in Spanish.★ (Telephone 202-WO 7-3534).

★★ IRAQ—Trade Mission

Kraft paper, 17,500,000 sheets in assorted dimensions (18″ x 40″, 10″ x 18″, 15¼″ x 11¾″, 15¼″ x 32″); cellophane 63,650,000 sheets, printed in assorted sizes. Iraq Date Trading Co. (manufacturer, exporter), Basra. WTD 4/20/65. TM 139.

263 Paperboard products

● **IRAQ**—11 tons of cardboard for dry cell battery production, of various weights and thickness. Tender No. 65/Prod/4/7, bid deadline July 17. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Tender documents may be obtained free of charge from the Military Attache, Iraqi Embassy, Washington, D.C.

★★ IRAQ—Trade Mission

Box board for boxes, 70, 36, 22.5 sizes. Iraq Date Trading Co. (manufacturer, exporter), Basra. WTD 4/20/65, TM 140.

PAKISTAN—Cardboard, white, for use in manufacturing playing cards; requests quo-

tations c&f, Karachi. Adil Brothers (importer, agent), Baitul Hamd, 140 Bunder Rd., Karachi. WTD 9/26/63.

264 Converted paper, paperboard products

FRANCE—Shelf paper, for shop decoration. Poudres Industrielles du Nord (manufacturer), 280 rue Jules-Guesde, Hem (Nord). WTD 3/3/65.

● **IRAQ**—Printing paper, 2 tons; cable paper, 2 tons; filter paper, 1½ tons; and Natron kraft paper for dry cell battery production, 2 tons. Tender No. 65/Prod/4/8, bid deadline July 17. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Tender documents may be obtained free of charge from the Military Attache, Iraqi Embassy, Washington, D.C.

★★ KUWAIT—Trade Mission

Paper tissues, towels, cups, plates, napkins, waxed paper. Malhotra Commercial Concern Agencies (importer, wholesaler), P.O. Box 251, Kuwait. WTD 11/12/64. TM 7.

★★ LEBANON—Trade Mission

Sack paper, unglazed, kraft, 700 tons per year, side run stock acceptable. Waxed paper in odd lots, various weights, 400 tons per year. Tezkergi Paper Co. (manufacturer), Beirut. WTD in preparation. TM 9.

PAKISTAN—Wedding and social announcements, folders filing and other items. Mirza Book Agency (importing distributor), 65 The Mall, Lahore, West. WTD 5/24/65.

265 Paperboard containers, boxes

FRANCE—Boxes, corrugated and solid fiber, folding paperboard; sanitary food containers, all kinds. Direct purchase and agency. Papeterie de la Vallee de la Meuse (manufacturer), 21 rue du Fond-de-Sante, Charleville (Ardennes). WTD 3/3/65.

266 Building paper, boards

SAUDI ARABIA—Natural hardboard sheets, ivory faced. Requests quotations c.i.f. Jidda. Sa'id Abu Bakr Bashrahayl & Sons (importer, wholesaler, retailer), P.O. Box 372, Jidda. WTD 5/3/65.

273 Books

FRANCE—Educational and other books, in French. Lucien Dorbon (importer, retailer), 156 Boulevard St. Germain, Paris 6. WTD 3/5/65.

PAKISTAN—Technical, professional, trade, adult, juvenile, books. Paper backs and superior quality. Mirza Book Agency (importing distributor), 65 The Mall, Lahore, West. WTD 5/24/65.

274 Publishing

PAKISTAN—Educational, geographical, and economical charts. Mirza Book Agency (importing distributor), 65 The Mall, Lahore, West. WTD 5/24/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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276 Manifold business forms

● **GREECE**—Blank forms, electric power consumption bills, ledger forms, time sheets, payroll envelopes and withholding tax statements in varying quantities and sizes. Tender No. DOY-58, bid deadline July 2. (INTERNATIONAL COMMERCE, May 10, p. 24). Public Power Corp. (DEH), Purchasing Department, 30 Chalkokondyli St., Athens 102. (Cable address: DEH, Athens).★ (Telephone: 202-WO 7-4115).

277 Greeting cards

PAKISTAN—Christmas, New Year, Easter cards and for all other occasions. Mirza Book Agency (importing distributor), 65 The Mall, Lahore, West. WTD 5/24/65.

280 Chemicals, allied products

★★ IRAQ—Trade Mission

Pigments, solvents, driers, emulsifiers for paint factory. Al-Rafidain Commerce and Commission Bureau (manufacturer), P.O. Box 149, Basra. WTD 8/27/63. TM 133.

Methylbromide, 15 tons in 16# cylinders; chlorosol fumigant, 75 tons. Iraq Date Trading Co. (manufacturer, importer), Basra. WTD 4/20/65. TM 137.

281 Industrial chemicals

FINLAND—Chemicals, starches and all other raw materials, also machinery, equipment, related supplies used in the manufacture of paper; requests descriptive literature, price lists, terms; direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki. WTD 1/13/65.

Sodium aluminate for paper industry use; request full details, prices, terms; direct purchase or agency. Tarveaine Oy (importers, agents), Aleksanterinkatu 36 A, Helsinki. WTD 4/26/65.

● **IRAQ**—Chemicals for dry cells: ammonium chloride, 25 m. tons; zinc chloride, 8 m. tons; calcium chloride, 20 m. tons; mercuric chloride, 400 kilograms. Tender No. 65/Prod/4/3, bid deadline July 17. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2008).

● Natural manganese dioxide, 40 m. tons; graphite, 15 m. tons; acetylene black, 6 m. tons. Tender No. 65/Prod/4/2, bid deadline July 17. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2008).

● Caustic soda, flake 98-99%, preferred packing, 50 or 100 kg. steel drums, 120 tons; soda ash powder 98-100% for dairy use, preferred packing 50 kg. multiple paper lined jute bags, 20 tons; nitric acid, 36° Bé for dairy use, preferred packing glass in iron banded baskets, 50 tons; sodium hexametaphosphate (calgon) glassy flake, 67.5% P_2O_5; preferred packing 50 kg. steel drums, 15 tons. For fixed date FOB delivery and estimated delivery date C&F, Baghdad via Basrah and Baghdad via Beirut. Tender No. 10/Dairy/1965, bid deadline July 15. The Dairy Administration, Abu Ghraib, Baghdad.★ (Telephone: 202-WO 7-3465).

● Numerous reagent chemicals and laboratory equipment, 45 items. Tender No. 65/Prod/4/12; bid deadline July 20. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2008).

★★ IRAQ—Trade Mission

Textile dyes; requests catalogs and technical information. Iraq Spinning & Weaving Co. (Government-owned manufacturer), New Bank St., Baghdad. TM 33.

Oil additives for industrial oils and consumer fuels; raw materials for manufacture of dry detergents. Sons of Salim Habib & Co. (manufacturer), 21 A/1/2 Sa'doun St., Baghdad. WTD 9/16/63. TM 15.

● **KOREA**—Ammonium nitrate (uncoated prills), technical or fertilizer grade, 55 m. tons; calcium hypochlorite bleaching powder, 70% min available Cl, 2 m. tons; monoethanolamine, 20 m. tons; oleyl alcohol, anti-foam grade, 800 AG. Tender No. KFX-5058N, bid deadline June 24. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2008).

★★ LEBANON—Trade Mission

Chlorine, caustic soda, mercury type electrolytic cells for production of same. Chemical cleaning compounds for factories, rust-preventing surface coatings for industrial use. J. M. Wakim, Inc. (importer, wholesaler), P.O. Box 4010, Rue Mar Elias, Beirut. WTD 4/29/65. TM 40.

PAKISTAN—Tannic acid, gallic acid, pigments, aluminum sulphate. Pakistan Equipment Corp., 75 Poonch Rd., Lahore, West. WTD 5/26/65.

282 Synthetic material

FINLAND—Plastics raw materials, resins, chemicals; requests descriptive literature, price lists, terms; direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki. WTD 1/13/65.

FRANCE—PVC flexible plastic sheets; printed, adhesive or non-adhesive. Direct purchase and agency. Societe Finot & Cie. (manufacturer, importer), Route de la Charite, Saint-Germain-du-Puy (Cher). WTD 3/3/65.

★★ IRAQ—Trade Mission

Raw materials for making polyester and urea plastic buttons. Mohammed Dhiya al-Sabti (manufacturer), Rashid St., Baghdad. WTD 1/21/65.

★★ LEBANON—Trade Mission

High and low-density film grade polyethylene molding resins for production of industrial and packaging films. William Abou Khalil (manufacturer), P.O. Box 1578, Beirut. WTD in preparation. TM 60.

PVC, acrylic, nylon, polypropylene resins for molding of plastic floorings, pipe and tubing, pipe fittings. Elie Haik & Fils (manufacturer), P.O. Box 17, Beirut. WTD in preparation. TM 10.

283 Drugs

★★ LEBANON—Trade Mission

Bottled vitamins and minerals for drug store sale; diagnostic and specialty chemicals for doctors and hospitals. Elie Abdelnour et Fils (importer), P.O. Box 303, Beirut. WTD in preparation. TM 41.

Multi-vitamin tablets, antibiotics, antihistamine capsules, therapeutic medicines. C. Catafago & Cie S.A.L. (retailer), 78 Avenue des Francais, Beirut. WTD 5/5/65. TM 7.

Vitamin and mineral capsules; therapeutic and diagnostic chemicals; ethical drugs for diabetes, internal diseases, blood diseases. Establishments Abdallah de Sahb (importer), P.O. Box 3872, Starco Bldg., Bloc Nord,

George Picot St., Beirut. WTD 5/29/63. TM 36.

284 Soap, detergent, cleaning preparations, perfume, cosmetics

FINLAND—Talcum powder with a pH grade close to 7 for use in paper industry operations; request full details, prices, terms; direct purchase or agency. Tarveaine Oy (importers, agents), Aleksanterinkatu 36 A, Helsinki. WTD 4/26/65.

★★ IRAQ—Trade Mission

Cosmetics, hair preparations, household disinfectants. Hasso Marketing, B.A. Hasso & Sons (importer, wholesaler, retailer), Rashid St., Baghdad. WTD 3/13/64. TM 17.

Raw materials for cosmetic production, emulsifiers, preservatives, fatty acids, essential oils. Alrazi Chemical Industries Co. (manufacturer), P. O. Box 2099, Wathiq St., Alwiyah, Baghdad. WTD 2/4/64. TM 1.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Perfumes, cosmetics. Direct purchase and agency. Khairy Dabbagh (importer, wholesaler, retailer), Mosul. WTD 8/20/64. TM 98.

★★ LEBANON—Trade Mission

Hair shampoos, permanent wave lotions, curling liquids, hair curlers and driers. Ets. Roland Dalati (importer-wholesaler), P.O. Box 3468, Lazarieh Bldg., Rue Emir Bechir, Beirut. WTD in preparation. TM-55.

Household insecticides, usual type. Cosmetics, all kinds. Establishments Abdallah de Sahb (importer), P.O. Box 3872, Starco Bldg., Bloc Nord. George Picot St., Beirut. WTD 5/29/63. TM-38, 37.

Household insecticides. Ets. Georges Abu Adal & Cie. S.A.L. (importer, retailer), P.O. Box 1332, Beirut. WTD 9/16/64. TM-42.

Floor wax and coatings, commercial cleaning compounds, janitor supplies. General Maintenance (importer, wholesaler), P.O. Box 2648, Beirut. WTD in preparation. TM-17.

PAKISTAN—Polishing materials to polish surgical instruments. Phillips & Jones (manufacturer), Norgate St., Cantt Rd., Sialkot City, West. WTD 5/24/65.

SWEDEN—Automobile cleaners, polishing compounds, waxes. Direct purchase and agency. Carl Nelson Aktiebolag (agent), Sodergatan 128, Halsingborg. WTD 5/21/65.

285 Paint, varnish, lacquer, enamel

FINLAND—Chemicals and related raw materials also machinery equipment, supplies for paint manufacturing use; requests descriptive literature, price lists, terms; direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki. WTD 1/13/65.

★★ IRAQ—Trade Mission

Paint and paint supplies. Najim Aboud Kattan (importer, wholesaler), Bab Al-Agha, Rashid St., Baghdad. WTD 5/1/65. TM-61.

★★ LEBANON—Trade Mission

Paints for inside and outside use. General Maintenance (importer, wholesaler), P.O. Box 2648, Beirut. WTD in preparation. TM-17.

287 Agricultural chemicals

● **CEYLON**—Malathion, 50% E.C., 1,100 gals., in 5 gal. drums; bid deadline August 3. The Ministry of Health, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-3910).

★★ IRAQ—Trade Mission

Malathion insecticide for fumigating dates. Hassan Y. Mohanna, Basra Date Export Co. (exporter, importer), Basra. WTD 7/8/64. TM-131.

★★ KUWAIT—Trade Mission

Non-farm fertilizers for parks, yards, boulevard midstrips. Mahmoud Jamil Kaddoumi (importer), P.O. Box 1241, Kuwait. WTD 3/26/64. TM-2.

★★ LEBANON—Trade Mission

Insecticides (malathion, parathion, endrin, heptachlor, DDT, soil insecticides), compound fertilizers. Oriental Agricultural Establishment (importer, wholesaler), P.O. Box 2479, Beirut. WTD in preparation. TM-28.

Insecticides for vegetables, fungicides for orchards, sulfur for crop dusting. Ste. d'Assurance Agricole (importer), Rue Argentine, P.O. Box 5144, Beirut. WTD in preparation. TM-71.

Insecticides, pesticides, pesticides carriers, high analysis compound fertilizers, including ammonium sulfate and nitrate. Societe Agricole Libano-Arabe "SALIA" (Bekhazi & Cie) (importer), P.O. Box 3975, Beirut. WTD 10/26/64. TM-11.

Ammonium sulfate, ammonium nitrate, phosphate rock, potash muriate, for mixing of compound fertilizers. Insecticides and fungicides for fruit crops. Societe Agricole & Chimique, S.A.L. (importer), Beydoun Bldg., Beirut. WTD in preparation. TM-45.

Urea for fertilizer, animal feeds, plastics. Societe des Produits Insecticides & Fungicides (importers), P.O. Box 576, Rue Maarad, Place de l'Etoile, Beirut. WTD 2/18/65. TM-18.

289 Chemical products

★★ IRAQ—Trade Mission

Water conditioning chemicals. Hasso Marketing, B.A. Hasso & Sons (importer, wholesaler, retailer), Rashid St., Baghdad. WTD 3/13/64. TM-18.

★★ LEBANON—Trade Mission

Casein glues, epoxy glues, patching compounds, vinyl glues, for wood, varnishes, spray paints, marine paints wood finishes. Chaoui Freres (manufacturer exporter), P.O. Box 3387, Mkalles, Beirut. WTD 5/5/65. TM-39.

291 Petroleum refining

● **IRAQ**—Sealing compound, 5 tons; paraffin wax, 5 tons. Tender No. 65/Prod/4/5, bid deadline July 17. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3512).

299 Petroleum, coal products

PHILIPPINES—Lubricating oil. Desires exclusive representation and distributorship. Oscar D. Hernandez, Manager, The O. D. Hernandez Co. (importer, wholesaler, indenter, exporter), 517 Don Santiago Bldg., Taft Avenue, Manila. WTD 10/24/64.

301 Tires, tubes

★★ IRAQ—Trade Mission

Tractor tires. Direct purchase and agency. Northern Supplies Co., W.L.L. (importer, wholesaler, retailer), Dawassa St., Mosul. WTD in preparation. TM 100.

306 Fabricated rubber products

GERMANY—Rubber products for shoe and glove industries. Direct purchase and agency. Walter Ernst Reichle (wholesaler), 72 Tuttlingen/Wuertt., Schillerstrasse 14-18. WTD 5/21/65.

★★ IRAQ—Trade Mission

Rubber mat material for bus floor coverings. Passenger Transport Service Co. (Government-owned transit system), Baghdad. TM-118.

Rubber hose, various sizes. Najim Aboud Kattan (importer, wholesaler), Bab Al-Agha, Rashid St., Baghdad. WTD 5/1/65. TM-62.

PAKISTAN—Rubber eraser for lead pencil, typewriter. Mirza Book Agency (importing distributor), 65 The Mall, Lahore, West. WTD 5/24/65.

Catheters; rubber gloves for surgeons. Phillips & Jones (manufacturer), Norgate St., Cantt Rd., Sialkot City, West. WTD 5/24/65.

307 Plastics products

GERMANY—Plastic foils for manufacture of lamp shades. Requests quotations cif European ports; replies in German. Rudolf Arnold KG. (importer, manufacturer), 72-76 Nordring, 428 Borken/W. WTD 5/19/65.

★★ IRAQ—Trade Mission

Infants' feeding bottles, particularly collapsible and disposable types. Magasin George (retailer), Mustansir St., Baghdad. WTD 5/18/65. TM-79.

SAUDI ARABIA—Plastic laminated sheets for house, office, kitchen furniture, and for decorations. Requests catalogs, quotations c.i.f. Jidda. Sa'id Abu Bakr Bashrahayl & Sons (importer, wholesaler, retailer), P.O. Box 372, Jidda. WTD 5/3/65.

310 Leather, leather products

VENEZUELA—Personal leather goods for men and women; requests replies in Spanish. Isaac Benaroyo (wholesaler, distributor), Edificio Carmo, Oficina 6, Padre Sierra a Munoz No. 28, Caracas. WTD 5/21/65.

317 Handbags; personal leather goods

VENEZUELA—Women's handbags, purses; requests replies in Spanish. Isaac Benaroyo (wholesaler, distributor), Edificio Carmo, Oficina 6, Padre Sierra a Munoz No. 28, Caracas. WTD 5/21/65.

322 Glass, glassware

★★ IRAQ—Trade Mission

Glassware. Direct purchase and agency. Khairy Dabbagh (importer, wholesaler, retailer), Mosul. WTD 8/20/64. TM 96.

PAKISTAN—Glassware, for hospital pharmaceutical, industry and research laboratories. Pakistan Equipment Corp. (importing distributor), 75 Poonch Rd., Lahore, West. WTD 5/26/65.

SAUDI ARABIA—10,000 glass bottles, 750 cu. cm. in size, with screw-type caps; 10,000

glass bottles, 300 cu. cm. in size, with screw-type caps; 10,000 blue-glass jars, 6 cms. tall and 4 cms. in diameter, with screw-type caps. For: Ezz el-Din Rashad, Director, Sand Stabilization Project, P.O. Box 77, Hofuf. Contact: Commercial Officer, U.S. Consulate General, APO New York 09616.

327 Concrete, gypsum, plaster products

DENMARK—Building materials, including floor, wall, table-top materials for bathrooms, kitchens; floor tiles; thermo glass for windows; facade units of wood/aluminum; novelties in building material lines. Direct purchase and agency. N. H. Munchow, 3 Humlehaven, Farum. WTD 5/25/65.

329 Abrasive, asbestos, nonmetallic mineral products

HONG KONG—Asbestos sheeting of suitable specifications for a continuing rural rehousing project, and initially a supply of the sheetings for 25 two-story units of two apartments each. Each of the 50 apartments would require 300 square feet of sheeting. Suppliers should approach local building contractors or distributors, of which the firm has a list. It is looking for materials and systems which will allow greater shop and less site fabrication. Spence, Robinson, Prescott, and Thornburrow, 434-6 Alexandra House, Hong Kong. WTD 5/20/65.

PAKISTAN—Grinding wheels, natural abrasive. Phillips & Jones, Norgate St., Cantt Road, Sialkot City, West. WTD 5/24/65.

331 Steel mill products

● **BURMA**—Galvanized hexagonal wire netting: 150 rolls 1¼" x 16 ga. (150' x 6' high). Tender No. 88/CS/64-65/GOVT., bid deadline July 2. Division Manager, Construction Stores No. (1) Division, People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-2363).

FRANCE—Mild steel wire. Societe Centrale d'Exploitation et de Vente (dealer), Boite Postale No. 12, Bonnieres-sur-Seine (S. & O.). WTD 9/16/63.

Mild steel sheets; stainless steel sheets. Societe d'Equipement Menager "JAPY" (manufacturer, importer), 62 avenue des Champs-Elysees, Paris 8. WTD 9/4/64.

● **IRAQ**—Tinplate for ¼ imperial gallon can ends: 132,000 sheets CR electrolytic, 0.25 lbs. coating, 100 lbs. weight basis, 20" x 28½" x 31 B.G. Tender No. 13/65, bid deadline June 26. Government Oil refineries Administration, Baghdad. Tender documents may be obtained from the above issuing authority for $2.80 per copy. A single copy is available for examination in Room 4222, Iron and Steel Division, BDSA-6380, Department of Commerce, Washington, D.C.

★★ **IRAQ—Trade Mission**

Galvanized sheets, 24-30 gauge, waste waste. Mahmood al-Samman & Co. (W.L.L.), (importer, exporter), Bab al-Sarai, Mosul. WTD in preparation. TM 83.

MOROCCO—Black mild steel sheets and plates (Acier Doux Thomas et Martin) of following sizes: 1 meter x 2 meters, 1.25 meters x 2.50 meters, 1.50 meters x 3 meters, thicknesses from 1 millimeter to 50 millimeters. All sizes of structural cold and hot steel items such as angles, bars, beams. Will also take surplus stock if available. Direct purchase & agency. Quotations Casablanca. Cafriq (importer/agent), 255, Boulevard Emile Zola, Casablanca. WTD 5/20/65.

NEW ZEALAND—Stainless steel wire, sheets, bars, rods; D. B. Long, Managing Director, Metal Import Co. (Auck), Ltd. (importer, wholesaler), 199-203 Great North Rd., Auckland, W.2. WTD in preparation.

PAKISTAN—Stainless steel flats, bars, and rounds; carbon steel; for use in manufacture of stainless steel surgical instruments and scissors. Phillips & Jones (manufacturer), Norgate St., Cantt Rd., Sialkot City, West. WTD 5/24/65.

● **SUDAN**—Smithy coke, 300 metric tons, analysis: size ¾" to 1½", ash 11%, volatile 1.75%, fixed carbon 87.25%; sulphur 1.00%, ash fusion (in reducing atmosphere) 1440°C., moisture 4-5%, calorific value about 12300 B.T.U.S. Tender No. 3299, bid deadline June 21. Office of Controller of Stores, Atbara or Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James' London S.W.I.★ (Telephone: 202-WO 7-4685).

SWEDEN—Tinplate, waste waste, original mill packed, assorted. Nyqvist & Bergh AB, Ostra Hamngatan 36, Goteborg. WTD 5/20/65.

333 Primary smelting, refining of nonferrous metals

FRANCE—Pure metals for the electronic industry. Cacermet (dealer, commission merchant), 29 rue Victor Hugo, Puteaux (Seine). WTD 3/2/65.

HONG KONG—Zinc ingots of 99.99 or more percent purity for making dry batteries and zinc strips 0.4 mm. thick, 150 mm. wide of 99.0 or more percent purity for making 9-volt flat cell dry batteries. Mindex Battery Works, Ltd., 22 Tanner Rd., North Point, Hong Kong. WTD 5/20/65.

PAKISTAN—Zinc ingots for galvanizing steel pipes. Requests quotations c&f Karachi. Hyesons Steel Mills, Ltd. (importer, manufacturer), Abdul Hye Chambers, P.O. Box 5246, West Wharf, Karachi 2. WTD 2/7/62.

Brass, copper, tin, aluminum, nickle, bronze, and alloy ingot, sheets. Pakistan Equipment Corp. (importing distributor), 75 Poonch Rd., Lahore, West. WTD 5/26/65.

● **SUDAN**—75 metric tons bearing metal ingot, white, bronze, to the following analysis, tin 82.00%; antimony 10.91%; copper 06.84%; lead 00.25%. Contract No. 3300, bid deadline Noon July 1. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London S.W.I.★ (Telephone: 202-WO 7-2298).

335 Rolling, drawing, extruding of non-ferrous metals

● **IRAQ**—10 tons of zinc sheets (0.4mm); 2 tons of zinc sheets (0.5mm); 5 tons of zinc blank (rondel) (dia. 19.2mm ± 0.2mm; thickness 4.9-0.3mm); 30 tons of zinc blank (rondel) (dia. 31.3mm ± 0.2mm; thickness 4.8-0.2mm); and 30,000 zinc cups, for use in dry cell battery production. Tender No. 65/Prod/4/1, bid deadline July 17. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2298).

● Supply of tinned copper wire of 0.64 mm. diameter (771 lbs.), solder composition 40% tin 60% lead (1,764 lbs.), brass of various composition and thickness (5,292 lbs.), and insulated flexible copper cable of 0.5 mm.² (110 lbs.). Tender No. 65/Prod/4/10, bid deadline July 20. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Tender documents may be obtained free from Military Attache, Iraqi Embassy, Washington, D.C.

PERU—Flexible copper pipe, ½" and 3/16", in rolls of 18.60 meters. Compania Peruana de Gas S.A. (importer, retailer), Apartado 1418, Lima. Cable: Solgas-Lima. WTD 10/2/64.

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342 Cutlery, hand tools, general hardware

FRANCE—Hand tools. Direct purchase and agency. Socel (importer), 8 rue du Retrait, Suresnes (Seine). WTD 3/2/65.

GERMANY—Painters' tools and utensils for professional and do-it-yourself purposes; newly developed types. Intra-Paint Farbroller GmbH & Co. (manufacturer, importer, exporter, wholesaler), 711 Oehringen/Wuertt., Rendelstrasse. WTD 5/19/65.

● **IRAQ**—Large variety of hand tools in small quantities, including files, vises, chisels, screw drivers, wrenches, glue pots, axes, ladders, and hammers. Tender No. 22/1965, bid deadline June 20. Republic of Iraq, Ministry of Oil, Administration of Distribution of Oil Products, P.O. Box 302, Baghdad.★ (Telephone: 202-WO 7-5589).

★★ **IRAQ—Trade Mission**

Vacuum bottles, jugs. Direct purchase and agency. Khairy Dabbagh (importer, wholesaler, retailer), Mosul. WTD 8/20/64. TM 97.

Blow torches, small industrial hand tools. Hussain Mohammed Hussain Al-Amily (wholesaler), Khudairy Bldg., Mustansir St., Baghdad. WTD 5/14/65. TM 71.

Builders' hardware, plumbers' tools, locks, padlocks. Najim Aboud Kattan (importer, wholesaler), Bab Al-Agha, Rashid St., Baghdad. WTD 5/1/65. TM 58.

Hand tools for auto and tractor repairs. Direct purchase and agency. Haj Mohammed Raoof Abdul Hamid Sons Co. (importer, wholesaler), Amir Abdullah St., Baghdad. WTD 5/6/65. TM 45.

Hand tools for shop use, builders' hardware, tape measures. Direct purchase and agency. S. Kaloustian (importer, wholesaler), Munir Abbas Bldg., South Gate, Baghdad. WTD 12/10/63. TM 56.

Hand tools for auto repair. Direct purchase and agency. Abdul Hussein Al-Baghdad & Co. (importer), 4/233 Senak St., Baghdad. WTD 6/1/64. TM 41.

Hand tools (non-electric) for home and shop use, garden tools, lawn mowers and hedge trimmers, padlocks, builders hardware. Direct purchase and agency. Hasso Marketing, B.A. Hasso & Sons (importer, wholesaler), Rashid St., Baghdad. WTD 8/10/64. TM 31.

★★ **LEBANON—Trade Mission**

Furniture hardware for metal desks: handles, casters, locks. Etablissements Rayes (manufacturer), P.O. Box 1151, Rue El-Arz, Beirut. WTD 4/9/64. TM 13.

MOROCCO—Hammers, pliers, screwdrivers, wrenches and other hand tools. Will also take surplus stock is available. Direct purchase and

agency. Quotations Casablanca. Cafriq (importer/agent), 255, Boulevard Emile Zola, Casablanca. WTD 5/20/65.

PAKISTAN—Hacksaw blades, for use in surgical instruments industry. Phillips & Jones, Norgate St., Cantt Rd., Sialkot City, West. WTD 5/24/65.

Steel files 6″ to 12″ flats and round; Chequering files. Phillips & Jones (manufacturer), Norgate St., Cantt Rd., Sialkot City, West. WTD 5/24/65.

SOUTH AFRICA—Automobile body tools—hand. Rand Spares and Accessories (Pty), Ltd. (importer, wholesaler), 5 Loveday St., Johannesburg. WTD 5/12/65.

SWEDEN—Automotive tools and hardware. Direct purchase and agency. Carl Nelson Aktiebolag (agent), Sodergatan 128, Halsingborg. WTD 5/21/65.

343 Heating apparatus, plumbing fixtures

AUSTRALIA—Oil- and gas-fired domestic central heating equipment. Direct purchase and agency. Centroheat (Vic) Pty., Ltd. (manufacturer, wholesaler, retailer), 357 Lt. Collins St., Melbourne, C.1, Victoria. WTD 12/3/64.

FRANCE—Gas burners (propane, natural gas or town gas)—from 40,000 to 6,000,000 BTU. Societe Dragon (manufacturer), Boite Postale 23, Luynes (B.D.R.) WTD 3/4/65.

★★ IRAQ—Trade Mission

Plumbing valves, pipe fittings, caps, shower heads, hot water heating coils. Najim Aboud Kattan (importer, wholesaler), Bab Al-Agha, Rashid St., Baghdad. WTD 5/1/65. TM 59.

★★ LEBANON—Trade Mission

Gas-fired heating equipment. Ets. Georges Abu Adal & Cie. S.A.L. (importer, retailer), P.O. Box 1332, Beirut. WTD 9/16/64. TM 44.

PAKISTAN—Water filters, faucet type. Requests quotations c&f Karachi. Direct purchase and agency. Ghanchi Impex (importer, agent), 9 Akhara Bldg., Bhimpura, Lawrence Rd., Karachi. WTD 3/12/65.

344 Fabricated metal products

★★ IRAQ—Trade Mission

Iron hoops 9/16″ x 0.14″, coils of 56′, 2 coils per bundle, 150 tons. Iraq Date Trading Co. (manufacturer, importer), Basra. WTD 4/20/65. TM 138.

One thousand bottles, 150 cu. ft. capacity each, for storing oxygen. Shahdost S. Rassam (importer, exporter, contractor), P.O. Box 16, Kirkuk. WTD 7/9/63. TM 77.

★★ LEBANON—Trade Mission

Large steam boilers for electrical power plants. Recherches et Realisations Industrielles (contractor), P.O. Box 4968, Beirut. WTD in preparation. TM 68.

345 Screw machine products

MOROCCO—Various sizes and quantities of galvanized steel and brass bolts, nuts and washers, 5 to 33 millimeter diameter, ISO thread. All kinds of wood screws and metal screws, ISO thread. Will also take surplus stock if available. Direct purchase and agency. Quotations Casablanca. Cafriq (importer, agent), 255, Boulevard Emile Zola, Casablanca. WTD 5/20/65.

PAKISTAN—Screw products for surgical instrument industry. Phillips & Jones (manufacturer), Norgate St., Cantt Rd., Sialkot City, West. WTD 5/24/65.

348 Fabricated wire products

PAKISTAN—Steel wire rope, all kinds. Pakistan Equipment Corp. (importing distributor), 75 Poonch Rd., Lahore, West. WTD 5/26/65.

349 Fabricated metal products

● **BURMA**—Cast iron wedge sluice valves, 22 different sizes from four inches to 15 inches in varying small quantities. Tender No. 87/CS/64-65/GOVT., bid deadline July 2. Government of the Union of Burma, People's Stores Corp., Construction Stores No. (1) Div., 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Gadgets and novelties. Ets. Lulin (dealer), 119 rue du Temple, Paris 3. WTD 3/3/65.

Gadgets and novelties. Direct purchase and agency. Socel (importer), 8 rue du Retrait, Suresnes (Seine). WTD 3/2/65.

★★ IRAQ—Trade Mission

Aluminum discs, 300 tons (for bottoms) (finished handles, 20 tons, for fabrication of aluminum teakettles. Falah Hasan Al Othman and Bros., W.L.L. (manufacturer), P.O. Box 4, Mosul. WTD in preparation. TM 125.

MOROCCO—All kinds and sizes of black cast steel pipe fittings including brass and bronze valves. Will also take surplus stock if available. Direct purchase and agency. Quotations Casablanca. Cafriq (importer, agent), 255, Boulevard Emile Zola, Casablanca. WTD 5/20/65.

351 Engines, turbines

★★ IRAQ—Trade Mission

Steam boiler, delivering 1500 kilos steam per hour, 100 lb. operating pressure, operated on diesel or heavy oil, 3-phase, 50-cycle, 380-volt. Haj Younis Weaving Co., S.A. (manufacturer), Adala St., Mosul. WTD 5/29/65. TM 124.

Outboard motors, spare parts; requests prices C & F Basra. The Industrial & Construction Machinery Agencies, W.L.L. (manufacturer, importer, wholesaler), Hindiyah Arasa #368, Baghdad. WTD 5/29/65. TM 29.

Manfacturer wishes to import kerosene-burning internal combustion engines to power irrigation pumps produced locally. Interested in three sizes, from three to ten horsepower, to drive pumps with capacities ranging from one-quarter cu. ft. to one cu. ft. per second. KSB Pumps Co., Ltd., Zirat Chamber, 31 Jinnah Ave., Dacca-2, East. WTD in preparation.

SAUDI ARABIA—Automobile engines for trucks and cars of all types; requests quotations from U.S. firms. 'Abd Allah Muhammed Bahlas (importer, wholesaler, retailer), P.O. Box 907, Jidda. WTD 5/11/65.

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352 Farm machinery

FINLAND—Machinery suitable for spreading turf or peat moss used in preparing seedbeds for lawns and road-side landscaping; request descriptive literature, prices, terms; Suomen Maanviljelijain Kauppa Oy (wholesalers, importers, exporters), Hameenkatu 7, Tampere. WTD. 5/26/65.

★★ IRAQ—Trade Mission

Complete line of farm machinery. Abdul Hussein Al-Baghdad & Co. (importer), 4/233 Senak St., Baghdad. WTD 6/1/64. TM 39.

Farm tractors. Mahmood al-Samman & Co. (W.L.L.) (importer, exporter), Bab al-Sarai, Mosul. WTD in preparation. TM 85.

Tractors and combines, spare parts. Direct purchase and agency. Northern Supplies Co., W.L.L. (importer, wholesaler, retailer), Dawassa St., Mosul. WTD in preparation. TM 101.

★★ LEBANON—Trade Mission

Power sprayers, large, diesel-operated, for orchards and large cultivated areas. Debbane Freres, Beirut. (Branch of Debbane Freres, P.O. Box 52, Ave. Riad Solh, Saida, Lebanon. WTD 10/9/64). TM 69.

Poultry raising equipment. Societe des Produits Insecticides & Fungicides (importers), P.O. Box 576, Rue Maarad, Place de l'Etoile, Beirut. WTD 2/18/65. TM 19.

PAKISTAN—Tractors, plows, farm machinery and equipment. Pakistan Equipment Corp. (importing distributor), 75 Poonch Rd., Lahore, West. WTD 5/26/65.

353 Construction machinery

● **BURMA**—3 dumpers, 3 to 4½ cu. yd., powered by 4-cylinder 54 BHP diesel engine. Tender No. 21/MACH23/G-1(64-65), bid deadline June 25.

● One power shovel, wheel-type diesel engine, capacity 1 ton. (This description might be for wheel-type tractor shovel-loader instead of power shovel.) Tender No. 23/MACH-23/G-1(64-65), bid deadline July 5. Government of the Union of Burma, People's Stores Corp., Machinery, Equipment, Tools & Spares Division, Rangoon.

FRANCE—Public works equipment: cranes, wheel tractors, bulldozers, concrete mixers, pavers. Ste. Suburbaine de Canalisations et de Grands Travaux (manufacturer, importer), 165 Boulevard Haussmann, Paris 8. WTD 3/5/65.

● **INDIA**—8 trailer mounted, portable, cable tool percussion drilling rigs, having capacity of handling 1132 kg. of tool weight (excluding the weight of the cable) and drilling 400 mm. dia. up to 90 meters, 300 mm. dia. up to 225 meters and 200 mm. dia. up to 305 meters in hard formations like standstone, limestone, and 1 direct circulation, portable rotary drilling rig, should be heavy-duty type of rugged construction, suitable for water well drilling in hard rock formations like sandstone, limestone, chertz and should have a drilling capacity of 600 mm. dia. bore-hole up to 225 meter and 300 mm. dia. bore-hole up to 460 meter using 88.8 mm. dia. (3′/2″ dia.) drill pipes weighing app: 23.3 kg. per meter (15.5 lbs. per ft.) All necessary accessories as recommended by manufacturer are to be supplied. Tender No. T-11/65-66, bid deadline June 28. K. Dasgupta, Engineer Incharge & Secretary, Rajasthan Under Ground Water Board, Rajastan State Govern-

ment, Jodhpur, Rajasthan. A copy of tender documents is available for inspection in ACME Division, Room 4025, Department of Commerce, Washington, D.C. 20230. Documents may be obtained from K. Dasgupta, Engineer Incharge & Secretary, Rajasthan Under Ground Water Board, Rajastan State Government, Jodhpur, Rajasthan, for $38.50.

★★ IRAQ—Trade Mission

Fork lift trucks for handling bags and wooden boxes, 220-lb. capacity, gas- and battery-operated; inclined conveyors for warehouse use, portable, gas and electric, to handle 200-lb. bags and boxes; single rail conveyors, assembly-line type, 3-ton capacity. Adnan Roumani, Government Purchasing Board, P.O. Box 372, Baghdad. TM 5.

★★ KUWAIT—Trade Mission

Small oil field equipment, piping, valves, elbows, tools; prefers one centralized source. Al Omar Mechanical & Engineering Co. (importer), P.O. Box 392, Kuwait. WTD 11/16/64. TM 1.

★★ LEBANON—Trade Mission

Rock blasting equipment; rotary air compressors, 3 hp., 500 cu. meters per hour. Makyn Engineering and Contracting Co. (importer), P.O. Box 513, Beirut. WTD in preparation. TM 70.

PAKISTAN—Tractors, crawlers and pneumatic trailers, bulldozers, graders, pavers, trench diggers, concrete mixers, road rollers, road-making machines. Electric, steam and diesel. Value $110,000. Cranes, dragline, shovel, power, electric, steam, diesel. Pakistan Equipment Corp. (importing distributor), 75 Poonch Rd., Lahore, West. WTD 5/26/65.

Road rollers. Requests quotations c&f Karachi. Direct purchase and agency. Gilani, Ltd. (importer, agent), 39 Garden Rd., P.O. Box 7222, Karachi 3. WTD 5/26/65.

Water drilling equipment, rotary type with diesel chassis; tractor, 20-ton and above, to operate on gasoline, for industrial use; requests quotations C. & F. Karachi; direct purchase and agency. Consolidated Equipment Co. (importer, manufacturer's agent), 805 Muhammadi House, McLeod Rd., Karachi. WTD 7/17/61.

TRINIDAD—Oil field equipment, all kinds; direct purchase and agency. Tri-Can Perforators, Ltd. (importer, commission merchant), Coora Camp, Siparia. WTD 3/10/65.

● **TURKEY**—Global tenders invited for mobile mounted extensible personnel platform tower. Platform to be insulated from ground for 1,000 volts of electricity. This aerial tower to be used in construction and maintenance work of a utility company. Bid deadline July 19. EGO Isletme Muessesesi Umum Mudurlugu, Toros Sokak No. 26, Ankara.★ (Telephone: 202-WO 7-5566).

354 Metalworking machinery

BELGIUM—Metalworking tools, large and small. Ets. Gillard P.V.b.a. (importer, wholesaler), 32 Belgielei, Antwerp. WTD 5/21/65.

FRANCE—Power-driven hand tools. Direct purchase and agency. Socel (importer), 8 rue du Retrait, Suresnes (Seine). WTD 3/2/65.

HONDURAS—Punch and draw press for manufacturing and stamping steel license plates for autos, motorcycles and bicycles. Attn: Edmundo Soto, Soto Industrial (manufacturer), Apartado 736, Tegucigalpa. WTD 5/27/65.

★★ IRAQ—Trade Mission

Small industrial power hand tools. Hussain Mohammed Hussain Al-Amily (wholesaler), Khudairy Bldg., Mustansir St., Baghdad. WTD 5/14/65. TM 72.

High speed drill bits. Najim Aboud Kattan (importer, wholesaler), Bab Al-Agha, Rashid St., Baghdad. WTD 5/1/65. TM 60.

Brake banding machinery and materials; clutch rebuilding equipment. Direct purchase and agency. S. Kaloustian (importer, wholesaler), Munir Abbas Bldg., South Gate, Baghdad. WTD 12/10/63. TM 55.

Electric tools for shop use. Direct purchase and agency. S. Kaloustian (importer, wholesaler), Munir Abbas Bldg., South Gate, Baghdad. WTD 12/10/63. TM 54.

MOROCCO—Electrical and non-electrical small portable machine-tools. Will also take surplus stock if available. Direct purchase and agency. Quotations Casablanca. Cafriq (importer, agent), 255 Boulevard Emile Zola, Casablanca. WTD 5/20/65.

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PAKISTAN—Twist drills for use in surgical instruments industry. Phillips & Jones (manufacturer), Norgate St., Cantt Rd., Sialkot City, West. WTD 5/24/65.

SWEDEN—Automotive maintenance machinery and equipment. Direct purchase and agency. Carl Nelson Aktiebolag (agent), Sodergatan 128, Halsingborg. WTD 5/21/65.

355 Special industry machinery

● **AUSTRALIA**—Four induction annealing machines for 7.62 mm. cartridge cases, should be capable of annealing at least 140 cases per minute. Tender No. TVM251/1/11, bid deadline August 12. The Secretary, Contract Board, Chancery House, 485 Bourke St., Melbourne.★ (Telephone: 202-WO 7-5589).

● Two multi-station machines to load and assemble 9 mm. cartridges at a rate of at least 140 cartridges per minute. Should be capable of conversion to manufacture of 7.62 mm. components. Tender No. TVM 251/1/13, bid deadline August 5. The Secretary, Contract Board, Chancery House, 485 Bourke St., Melbourne.★ (Telephone: 202-WO 7-5589).

● One multi station machine to load and assemble the cartridge and lacquer point of bullet of 7.62 mm. tracer cartridge. Should be capable of loading at least 140 cartridges a minute. Tender No. TVM 251/1/6, bid deadline Sept. 2. The Secretary, Contract Board, Chancery House, 485 Bourke St., Melbourne.★ (Telephone: 202-WO 7-5589).

FINLAND—Textile machinery, equipment and related supplies; requests descriptive literature, price lists, terms; direct purchase or agency. A. Ilmanen & Co. Oy (importer, wholesaler, agent), Punavuorenkatu 5 B, Helsinki. WTD 1/13/65.

GERMANY—Machinery for manufacture of lamp shades. Requests replies in German, quotations c.i.f. European ports. Rudolf Arnold KG. (importer, manufacturer), 72-76 Nordring, 428 Borken/W. WTD 5/19/65.

Machines for shoe and leather processing industries. Direct purchase and agency. Walter Ernst Reichle (wholesaler), 72 Tuttlingen/Wuertt., Schillerstrasse 14-18. WTD 5/21/65.

★★ IRAQ—Trade Mission

Machinery for packaging from bulk to small packages; tea into 1, 2, 5-oz. pkgs., paper and tin; sugar and rice in poly bags, ½ to 10 kgs. Adnan Roumani, Government Purchasing Board, P.O. Box 372, Baghdad. TM 4.

Cigarette making machinery, including filter insertion, packaging, cellophane wrapping. Dr. Akram Al-Jaf, Tobacco Monopoly (mfr. Government agency), Atifia 2/4/21, Karkh, Baghdad. TM 26.

Button manufacturing equipment. Mohammed Dhiya al-Sabti (manufacturer), Rashid St., Baghdad. WTD 1/21/65. TM 23.

Vacuum forming machine with hydraulic or pneumatic ram with pressure of 5 tons for molding plastic doors and bathtubs; molding time should be 2.5 to 3 minutes; cooling time 7 minutes; reservoir 5 times volume of tub. Heating oven to operate at 329°F, 4 x 8 feet with 5 shelves, 220 volt, 50 cycle, 3 phase. Quotes c. & f. Basra. Baghdad Miscellaneous Industries Co. (manufacturer), Makiya Bldg., Badaun St., Baghdad. WTD 5/15/65. TM 47.

Equipment and technical advice for processing animal bones into either glue or fertilizer. Abdul Aziz Hammoudi, Ministry of Economics (government agency), Baghdad. TM 14.

Complete plant for extraction of licorice syrup from root. Abdul Hamid Al-Balal, Khan Al-Pasha Al-Sagheer Bldg., Samaw'al St., Baghdad. WTD 5/22/65. TM 10.

Hosiery knitting machinery for men's and women's hosiery, using 30 tons of yarn annually. Baghdad Knitting & Socks Co. (W.L.L.) (manufacturer), -/1/240 Arasa 68, Baghdad. WTD 5/25/65. TM 50.

Complete canning plant for vegetables, fruits, jellies. J. Ghazoul and Sons (importer), Mosul. WTD in preparation. TM 113.

● **IRAQ**—Machinery and equipment for production of dry cell batteries, capacity 3,000 to 4,000 pieces per hour. Tender No. 65/Prod/4/11, bid deadline July 20. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5589).

★★ KUWAIT—Trade Mission

Machinery for manufacture of auto and truck tires in a variety of sizes. Ateegy Trading & Engineering Co. (manufacturer, importer), P.O. Box 689, Kuwait. WTD 5/12/65. TM 20.

Machinery to manufacture light bulbs for homes, offices, street lighting. Ateegy Trading & Engineering Co. (manufacturer, importer), P.O. Box 689, Kuwait. WTD 5/12/65. TM 19.

Machinery to manufacture plastic pipe, ½" to 8" diameter, of polyethelene and P.V.C. Pipe will be used for drainage (low-pressure), cold water service (pressure up to 75 p.s.i. range 45°-120°F), hot water service (pressure to 75 p.s.i. at 200°F). Abdulla Hamad Al-Sagar & Bros. (manufacture), P.O. Box 244, Kuwait. WTD 11/16/64. TM 23.

Equipment for manufacture of dry cell batteries for flashlights, transistor radios. Mechanical Electronic & Water Engineering (manufacturer), P.O. Box 1015, Kuwait. WTD 3/15/65. TM 24.

Machinery and technical assistance for coating black steel sheet with plastic, flexible enough that the sheet can be used in sheet metal working, making duct from galvanized sheets; machinery and technical assistance for lining and covering black steel pipe and fittings with plastic coating, joints to be thread-

ed, and provision made to prevent corrosion at inside joint; equipment for applying high grade epoxy resin to steel structures. Abdulla Hamad Al-Sagar & Bros. (manufacturer), P.O. Box 244, Kuwait. WTD 11/16/64. TM 22.

★★ LEBANON—Trade Mission

Bakery equipment, complete, to produce 40 tons of bread per day. Emile Nasrallah (engineer), Airport Blvd., Imm. Sinno, Goubeireh, Beirut. WTD in preparation. TM 33.

Paper machinery: multi-purpose equipment with auxiliaries and preparation equipment, 50-ton-per-day capacity. Rebuilt secondhand equipment would be considered. Gemayel Freres (manufacturer), P.O. Box 3272, Beirut. WTD in preparation. TM 8.

Complete sugar-beet mill for refining 2,000 tons of sugar daily. Turn-key job preferred. Emile Sadaka, Sugar Beet Cooperative of the Bekaa (Farmers' Cooperative), Zahle. WTD in preparation. TM 35.

SUDAN—Gas or oil-fired machinery for dehydrating alfalfa, hibiscus flowers, senna pods, henna leaves, okra. Materials should not lose their color or their protein value in the dehydrating process. Malouf Products, Ltd. (importer), P.O. Box 148, Khartoum, Sudan. WTD 12/28/62.

Complete plant for making asphalt pipes for sewerage system. Izzat Maidani (importing agent), Arasat Bahoshy 70.1.34 Karrada, Baghdad. WTD 5/1/65. TM 67.

356 General industrial machinery

FRANCE—Hydraulic jacks, industrial, all categories, hand-operated, wheel-type, power types, from light to heavy-duty; components. Direct purchase and agency for France or section of. Desires price lists, catalogues. Jaguar (importer, dealer), Zone Industrielle, Leguevin, Haute-Garonne. WTD 5/18/65.

Air purifiers and filters for household and commercial use. Direct purchase and agency. Socel (importer), 8 rue du Retrait, Suresnes (Seine). WTD 3/2/65.

● **IRAQ**—Two, 600 cfm compressors, complete with accessories. Tender No. 92/65, bid deadline July 22. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5589).

PAKISTAN—Ball bearings for use in surgical industry. Phillips & Jones (manufacturer), Norgate St., Cantt Rd., Sialkot City, West. WTD 5/24/65.

● Two, 600 cfm rotary, wheel mounted compressors with pick hammers, jack hammers and extras. Tender No. PD-I/924/3265, bid deadline June 30. The Chief Purchase Officer, E. Pakistan Industrial Development Corp., EPIDC House, Motijheel.★ (Telephone: 202-WO 7-5589).

357 Office, computing, accounting machines

FRANCE—Cash registers and accessories. Gilbert Coustenoble (retailer, repairer), 32 Avenue du Dr. Arnold Netter, Paris 12. WTD 2/8/65.

PAKISTAN—Stapling machines, staples, stapler removers, typewriters, ribbons, adding machines, calculators, photocopying machines, duplicators. Mirza Book Agency (importing distributor), 65 The Mall, Lahore, West. WTD 5/24/65.

Typewriters, dictaphone, calculators, adding machines, photocopying, check-writing, time recording, document destroying and other machines. Pakistan Equipment Corp. (importing distributor), 75 Poonch Rd., Lahore, West. WTD 5/26/65.

Weighing machine for babies and hospital use. Phillips & Jones (manufacturer), Norgate St., Cantt Rd., Sialkot City, West. WTD 5/24/65.

SOUTH AFRICA—Scales; all types. Modern Scale Co. (Pty), Ltd. (importer, retailer, exporter, wholesaler, manufacturer), P.O. Box 10190, Johannesburg. WTD 5/19/65.

358 Service industry machines

AUSTRALIA—Domestic air-conditioning equipment. Direct purchase and agency. Centroheat (Vic) Pty., Ltd. (manufacturer, wholesaler, retailer), 357 Lt. Collins St., Melbourne, C.I., Victoria. WTD 12/3/64.

GERMANY—Supplementary devices for air conditioners, such as humidifiers, dehumidifiers, fob Rotterdom. Aircon GmbH (importer, wholesaler, sales agent), 65 Mainz, Steingasse 11, Postfach 747, West. WTD 5/20/65.

★★ IRAQ—Trade Mission

Complete equipment for 42 automobile service stations to be built soon; requests catalogs, C.I.F. prices. Said T. Alwahab, Administration of Distribution of Oil Products (government agency), South Gate, Baghdad. TM 30.

Complete cold storage units for meat and poultry, 50-ton capacity. Adnan Roumani, Government Purchasing Board, P.O. Box 372, Baghdad. TM 6.

Component parts for air conditioners, switches, coils, condensers, evaporators, thermostats, control valves. Direct purchase and agency. L. & D. Mangasarian, W.L.L. (importer, wholesaler), 3/184 Ras-al-Qaria, Baghdad. WTD 5/16/64. TM 69.

Coin-operated vending machines, dispensing hot and cold drinks in paper cups, candy, peanuts. Hisham Araim, Government Purchasing Board, P.O. Box 372, Baghdad. TM 3.

★★ KUWAIT—Trade Mission

Frozen food display cabinets for use in supermarkets. Abdulla E. Al Saleh (importer, wholesaler), Kuwait Home Dept., P.O. Box 519, Kuwait. WTD 2/17/65. TM 21.

★★ LEBANON—Trade Mission

Air conditioners, window units and central systems. Messrs. Kazan & Hanna (importers, wholesalers), Cash House, P.O. Box 1962, Beirut. WTD in preparation. TM 23.

NIGERIA—Second hand air conditioners. Wants price quotations CIF Lagos and CIF Beirut. Western Wrought Iron Industries (manufacturer), P.O. Box 260, Ibadan. WTD 5/14/65.

PAKISTAN—Mechanical water softeners, for industrial and commercial purposes. Requests quotations c&f Karachi. Direct purchase and agency. Ghanchi Impex (importer, agent), 9 Akhara Bldg., Bhimpura, Lawrence Rd., Karachi. WTD 3/12/65.

Air conditioners, packaged room, 1, 1½, 3 ton; also commercial type up to 300 ton. Pakistan Equipment Corp. (importing distributor), 75 Poonch Rd., Lahore, West. WTD 5/26/65.

361 Electric transmission, distribution equipment

FRANCE—Graphic recording meters, electric. Michel Clement (dealer), 4 rue Wurtz, Paris 13. WTD 3/4/65.

● **IRAN**—Supply of 25 sets of 2" and 1" gas-oil meters. Tender notice No. 44/100, bid deadline July 31. Iranian State Railway, Tehran.

★★ IRAQ—Trade Mission

Automotive engine test equipment. Direct purchase and agency. S. Kaloustian (importer, wholesaler), Munir Abbas Bldg., South Gate, Baghdad. WTD 12/10/63. TM 57.

● **PAKISTAN**—Supply of five rectifiers for cathodic protection units to be 50 cycles, operating voltage 230 volts a.c., output voltage 50 volts d.c.; metering instruments; control switches and insulating materials. Bid deadline July 30. Tital Gas Transmission & Distribution Co., Ltd., 52 Motijheel, Dacca—2. Forms and specifications are available from the Tital Gas Transmission & Distribution Co., Ltd. for $5.25. Copy of specifications available for review only, not for loan, in Room 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

SWEDEN—Automobile testers. Direct purchase and agency. Carl Nelson Aktiebolag (agent), Sodergatan 128, Halsingborg. WTD 5/21/65.

362 Electrical industrial apparatus

● **BURMA**—Supply one diesel generator set, 15 kv.-a., a.c., 50-cycle, 230-volt and one diesel generator set, 3 kv.-a., d.c., 50-cycle, 230-volt. Tender No. 1818/MACH 23/G-1(64-65), bid deadline July 2. Government of the Union of Burma, People's Stores Corp., Machinery Equipment, Tools and Spares Division No. 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

● **IRAQ**—1,580,000 cell carbon rods for dry cell battery production. Tender No. 65/Prod/4/4, bid deadline July 17. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Terms and specifications may be obtained free from Military Attache of Embassy of the Republic of Iraq, Washington, D.C.

MOROCCO—Electrode holders, arc welding. Will also take surplus stock if available. Direct purchase and agency. Quotations Casablanca. Cafriq (importer, agent), 225, Boulevard Emile Zola, Casablanca. WTD 5/20/65.

PAKISTAN—Welding wire, electrodes rods, Pakistan Equipment Corp. (importing distributor), 75 Poonch Rd., Lahore, West. WTD 5/26/65.

363 Household appliances

BELGIUM—Extensive high quality kitchen equipment including cooking equipment and appliances, furnaces, grills, cooking kettles, frying furnaces, refrigerators; parts such as valves, blowers. Werkhuizen Rubbens, N.V. (importer, wholesaler, exporter, manufacturer), 80 Jan Breydelstraat, Berchem/Antwerp. WTD 5/21/65.

GERMANY—Charcoal grills, camp and garden types; similar items. Intercommercial Ver-

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triebsgesellschaft Heinz Kicherer & Co. K.G. (importer, exporter), 713 Muehlacker, Im Muehlenhof. WTD 5/19/65.

★★ IRAQ—Trade Mission

Cold storage equipment for vegetables, fruits, meats. J. Ghazoul and Sons (importer), Mosul. WTD in preparation. TM 112.

Totasters, grills, mixers, hair driers, can openers, coffee pots. Electro-Frost Company of Basra (importer), Basra. WTD 5/24/65. TM 134.

Infants feeding bottle sterilizers. Magasin George (Retailer), Mustansir St., Baghdad. WTD 5/18/65. TM 82.

★★ LEBANON—Trade Mission

Light kitchen appliances. Ets. Gregoir Malikian (importer, wholesaler), P.O. Box 915, Beirut. WTD in preparation. TM 64.

Refrigeration equipment for home and commercial use; gas stoves and ranges. Messrs. Kazan & Hanna (importers, wholesalers), Cash House, P.O. Box 1962, Beirut. WTD in preparation. TM 23.

NIGERIA—Second hand refrigerators. Wants price quotations CIF Lagos and CIF Beirut. Western Wrought Iron Industries (manufacturer), P.O. Box 260, Ibadan. WTD 5/14/65.

PAKISTAN—Irons, hair dryers, cookers, electric washing machines, dish washers. Pakistan Equipment Corp. (importing distributor), 75 Poonch Rd., Lahore, West. WTD 5/26/65.

SAUDI ARABIA—Electrical household appliances, including refrigerators, washing machines, air conditioners; requests quotations with catalogs and price lists; direct purchase and agency. Ahmad Abu Bakr Baghaffar & Sons (importer, wholesaler, retailer), P.O. Box 20, Jidda. WTD 7/28/63.

364 Electric lighting, wiring equipment

BELGIUM—Electric lighting fixtures, all kinds. Albert A. Dassas, 34 Venusstraat, Antwerp. WTD 5/21/65.

● **SOUTH AFRICA**—Supply of 19,000-3000 volt d.c. disc type suspension insulators and lockwashers for overhead traction lines. Tender No. K.6126, bid deadline July 2. Chairman of the Tender Board, South African Railways, P.O. Box 7784, Johannesburg.★ (Telephone: 202-WO 7-4242).

365 Radios, television sets

GREECE—Television sets, home, and components. Requests price quotations. Ouyaroglou Brothers (importer), 6 Nea Xiladika, Thessaloniki. WTD 5/25/65.

★★ IRAQ—Trade Mission

Public address systems. Baghdad Miscellaneous Industries Co. (manufacturer, importer, wholesaler), Makiya Bldg., Badawi St., Baghdad. WTD 5/15/65. TM 44.

★★ LEBANON—Trade Mission

Radios, TV sets, hi-fi equipment. Messrs. Kazan & Hanna (importers, wholesalers), Cash House, P.O. Box 1962, Beirut. WTD in preparation. TM 24.

TV sets, radio-phonograph combinations in low-price range. Ets. Gregoir Malikian (importer, wholesaler), P.O. Box 915, Beirut. WTD in preparation. TM 65.

PAKISTAN—Television sets, 16″, 19″, 21″ and 23″ screens. CC1R 625 lines per picture to a picture frequency of 25 per screen interlaced and field frequency of 50 034 screen. Lahore TV station operates on channel 9 in 202-209 megacycles. Electric current 220 volts, 50 cycles a.c. single-phase. Radio receivers AM-FM continuations. Pakistan Equipment Corp. (importing distributor), 75 Poonch Rd., Lahore, West. WTD 5/26/65.

RHODESIA—Audio, visual, and audio-visual aids; direct purchase and agency. Educational Distributors (Pvt.) Ltd. (agent, distributor), P.O. Box 8345, Causeway, Salisbury. WTD 5/25/65.

SAUDI ARABIA—Automobile radio receivers of all kinds; seeks offers and catalogs. 'Abd Allah Muhammad Bahlas (importer, wholesaler, retailer), P.O. Box 907, Jidda. WTD 5/11/65.

Television receiving sets, modern types for domestic use; direct purchase and agency. WTD 7/28/63. Radio receivers of all kinds for domestic use; seeks offers cif Jidda from U.S. firms. Ahmad Abu Bakr Baghaffar & Sons (importer, wholesaler, retailer), P.O. Box 20, Jidda. WTD 5/28/63.

SYRIA—General line of high quality tape recorders. Requests catalogs, quotations cif Latakia. Direct purchase and agency. Abdul Kader Moussalli (importer, wholesaler, retailer), Baron St., Aleppo, S.A.R. WTD 5/18/65.

366 Communication equipment

AUSTRALIA—Electronic and telecommunication equipment primarily for use in manufacture of radio telephones and similar communications devices. Pye Proprietary Ltd. (importer, manufacturer), Clarinda Rd., Clayton, Victoria. WTD 3/12/65.

FRANCE—Electronic radio communication and signaling equipment; navigational electronic equipment for aircraft and pleasure boats. Direct purchase and agency. Societe Generale d'Etudes et de Realisations (manufacturer), 71 rue de la Paroisse, Versailles (S. & O.). WTD 3/8/65.

Telecommunication equipment such as paging systems; automatic correction control systems for Telex or TOR (teleprinting over radio). Direct purchase and agency. Societe TEL (manufacturer, importer, exporter), 10 rue Varet, Paris 15. WTD 3/2/65.

● **TURKEY**—Supply of pole-type relay station filters. Bid deadline July 5. PTT Genel Mudurlugu, Malzeme Dairesi Reisligi, Ankara.★ (Telephone: 202-WO 7-4823).

367 Electronic components

FRANCE—Raw materials and semi-finished products for electronic uses. Direct purchase and agency. Elenic (importer, agent), 6 rue Monsieur, Paris 7. WTD 3/2/65.

GERMANY—Electronic parts. Direct purchase or sales agency. Eltronex, Hans Hermann Fromm (importer, exporter, wholesaler, sales agent), 6 Frankfurt am Main, Mainzer Landstrasse 34, West. WTD 5/20/65.

Components and accessories for electronic machinery and controls of all kinds; direct purchase and/or agency. Requests quotations cif Rotterdam or Hamburg. Otto Beckers KG. (importer, wholesaler, sales agent), 33 Grunerstrasse or Postfach 1607, 4 Duesseldorf 1. WTD 5/21/65.

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SWEDEN—Electronic components for military and industrial purposes, such as condensers, semiconductors, resistors, rectifiers, reed relays. Direct purchase and agency. Elfa Radio & Television AB (importer, retailer, wholesaler, sales agent), P.O. Box 3075, Stockholm 3. WTD 5/14/65.

369 Electrical machinery, equipment, supplies

FRANCE—Radiographic X-ray apparatus; cardiographs; monitoring equipment. Direct purchase and agency. Societe Commerciale Radiologique (importer), 71 rue Robespierre, Montreuil-sous-Bois (Seine). WTD 3/2/65.

371 Motor vehicles, motor vehicle equipment

HONDURAS—Used passenger cars, Jeeps, trucks and school buses—Agency and direct purchase. Materiales Electricos de Honduras, S. A. (MEHSA) (importer, distributor), 4a. Avenida 521, Tegucigalpa. WTD 6/30/64. Attn: P. M. Conrado Napky D., Manager.

★★ IRAQ—Trade Mission

Garage equipment, engine test equipment. Abdul Hussein Al-Baghdad & Co. (importer), 4/233 Senak St., Baghdad. WTD 6/1/64. TM 40.

Replacement parts, service equipment for motor coach-buses. Passenger Transport Service Co. (government-owned transit system), Baghdad. TM 117.

Front-end machines, crank shaft grinders, valve machines, electric polishers, grinders, car wash and lube equipment, hydraulic lifts, and jacks, related car and truck maintenance equipment; request catalogs, technical literature, C & F prices. Iraq Import & Distribution Co. (government-owned importer), Sa'doun Bldg., South Gate, Baghdad. TM 32.

Car air-conditioning. J. Ghazoul & Sons (importer), Mosul. WTD in preparation. TM 111.

★★ KUWAIT—Trade Mission

Replacement parts for U.S. cars and trucks; would cover Saudi Arabia territory. Direct purchase and agency. Mahmoud Hashim Al Borno (importer, wholesaler), P.O. Box 651, Kuwait. WTD 5/12/65. TM 27.

Garage equipment and tools. Aldi Rahman Al Bisher and Zaidal Kazimi (importer), Ali As-Salem St., Kuwait. WTD 1/7/65. TM 28.

★★ LEBANON—Trade Mission

Automobile equipment such as piston rings, gaskets, crankshafts. Georges S. Simaan (importer, wholesaler), Rue El-Arz, Beirut. WTD in preparation. TM 34.

SAUDI ARABIA—Automobile accessories, spare parts, tools, jacks; requests quotation C.I.F. Jidda. 'Abd Allah Mahammad Bahlas (importer, wholesaler, retailer), P.O. Box 907, Jidda. WTD 5/11/65.

SOUTH AFRICA—Spare parts for motor vehicles, all kind. Rand Spares and Accessories (Pty), Ltd. (importer, wholesaler), 5, Loveday St. Johannesburg. WTD 5/12/65.

Spare parts, accessaries for motor vehicles.

Norman Gaydon and Co., (Pty). Ltd. (importer, wholesaler), P.O. Box 6623, Johannesburg. WTD 5/25/65.

SWEDEN—Automobile accessories such as switches, instruments, connectors. Direct purchase and agency. Elfa Radio & Television AB (importer, retailer, wholesaler, sales agent), P.O. Box 3075, Stockholm 3. WTD 5/14/65.

373 Ship, boat building

★★ IRAQ—Trade Mission

Two boats suitable for river excursions on Tigris; used ferry boats would be acceptable. Directorate General of Tourism and Summer Resorts (Government Agency), Mansour St., Baghdad. TM 48.

Fibre-glass boats, small to medium size; requests prices C & F Basra. Direct purchase and agency. The Industrial & Construction Machinery Agencies, W.L.L. (manufacturer, importer, wholesaler), Hindiyah Arasa #368, Baghdad. WTD 5/29/65. TM 28.

374 Rail trolley cars

● **MOZAMBIQUE**—Supply of 71 rail trolley cars. Tender No. 741/65, bid deadline Sept. 17. Servicos de Armazens Gerais—Direccao dos Servicos dos Portos, Caminhos de Ferro e Transportes (Office of the Chief Storekeeper), Mozambique Harbors, Railways and Transport Services. Caixa Postal (Post Office Box) No. 2119 Lourenco Marques. Interested firms may consult bid program specification data and blueprints at the Office of Director of Public Works and Communications, Lisbon (Portugal) or any of the Offices of the Storekeeper of Mozambique Harbor, Railways and Transport Services in Lourenco Marques, Beira, Quelimane or Lumbo. Correspondence preferred in Portuguese.

379 Transportation equipment

PAKISTAN—Trailers, farm types. Requests quotations c&f Karachi. Direct purchase and agency. Consolidated Equipment Co. (importer, manufacturers' agent), 805 Muhammadi House, McLeod Rd., Karachi. WTD 7/17/61.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Engineering laboratory scientific instruments; direct purchase and agency. Bourke & Radford (Eng) Pty. Ltd. (engineer), Birkrad Building, 1-9 Gould Rd., Herston, Brisbane, Queensland. WTD 8/13/64.

IRAN—Laboratory instruments and equipment, all kind. Quantities to be determined through direct correspondence. Bongah Daroui Sepah (government agency), Maydane Bagh Shah, Tehran. WTD 5/26/65.

MEXICO—Firm wishes to import a wind tunnel for sale to Mexican Secretariat of Communications and Transport. It will be used in testing meteorological instruments and should be equipped with wind speed indicators. It should have a diameter of 4-5 feet and be of proportionate length. K. R. Amtman, S.A., Insurgentes Sur 324, Mexico 7, D. F. WTD 11/18/63.

RHODESIA—School and scientific equipment for laboratory and classroom. Interested in educational materials for pupils and instructors from pre-school (creche or nursery school) to post graduate work; direct purchase and agency. Educational Distributors (Pvt.), Ltd. (agent, distributor), P.O. Box 8345, Causeway, Salisbury. WTD 5/25/65.

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382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Mechanical measuring meters for the textile industry; speed indicators for railway uses. Direct purchase and agency. Societe TEL (manufacturer, importer, exporter), 10 rue Varet, Paris 15. WTD 3/2/65.

384 Surgical, medical, dental instruments, supplies

FRANCE—Protective masks for use in mines, chemical plants. Direct purchase and agency. SEPLAST—Societe d'Exploitation des Plastiques (manufacturer, commission merchant), 13 Bld. Louise-Michel, Gennevilliers (Seine). WTD 3/4/65.

Medical electronic apparatuses, particularly monitoring equipment. Direct purchase and agency. Societe Commerciale Radiologique (importer), 71 rue Robespierre, Montreuil-Sous-Bois (Seine). WTD 3/2/65.

IRAN—Orthopedic appliances. Quantities to be determined through direct correspondence. Bongah Daroui Sepah (government agency), Maydane Bagh Shah, Tehran. WTD 5/26/65.

★★ IRAQ—Trade Mission

Dental and surgical equipment to sell in own store and to wholesale to other stores. Orosdi-Back, Iraq Stores Co. (government-owned department store), P.O. Box 26, Rashid St., Baghdad. TM 99.

● Supply of first aid center (clinocopter) with two medical treatment rooms, to be transported by medium-weight helicopter; length 6.6 meters, width 2.7 meters, interior height 2.3 meters. Tender No. MED/2/1965, bid deadline July 24. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. A copy of the "general conditions" must accompany bid. Tender documents are available free from Military Attache, Iraqui Embassy, Washington, D.C.

★★ KUWAIT—Trade Mission

Scientific equipment for physicians and hospitals, including diagnostic equipment, radiotherapy machines, electro-cardiograph equipment, surgical instruments. Khaled Musallem Bros. (importer), P.O. Box 915, Kuwait. WTD 10/29/63. TM 10.

★★ LEBANON—Trade Mission

Medical instruments, research laboratory equipment and instruments. Interested in surplus items. G. M. Dolmadjian (importer), Place Debbas, Salim Takla Str., Michel Awad Bldg., Beirut. WTD in preparation. TM 46.

MOROCCO—Welders' safety equipment such as gloves, hats, helmets, glasses, overalls. Will also take surplus stock if available. Direct purchase and agency. Quotations Casablanca. Cafriq (importer/agent), 255 Boulevard Emile Zola, Casablanca. WTD 5/20/65.

PAKISTAN—Blood pressure apparatus, stethoscopes, opalmoscopes, diagnostic sets, X-ray equipment, electrocardiograph. Pakistan Equipment Corp. (importing distributor), 75 Poonch Rd., Lahore, West. WTD 5/26/65.

Blood pressure apparatus; surgical blades; surgical handles; hypodermic needles; record syringes; all glass syringes; base record syringes; stethoscope; thermometers. Phillips & Jones (manufacturer) Norgate St., Cantt Rd., Sialkot City, West. WTD 5/24/65.

386 Photographic equipment

FRANCE—Graphic art plates and equipment: industrial design; package design. Michel Clement (dealer), 4 rue Wurtz, Paris 13. WTD 3/4/65.

NIGERIA—16mm commercial films; age of films not important; intended for mass audience with preference for action films with little dialogue, Westerns are most popular. Films should be inexpensive and available for long lease or outright purchase. Used prints are preferable where they are available. It does not matter if films have previously been distributed in Nigeria. Niger Films (producer), P.O. Box 2081, Lagos, 304 Herbert Macaulay St., Yaba. WTD under preparation.

PAKISTAN—X-ray film. Pakistan Equipment Corp., 75 Poonch Rd., Lahore, West. WTD 5/26/65.

RHODESIA—Audio, visual, and audio-visual aids; agents and distributors; direct purchase and agency. Educational Distributors (Pvt.), Ltd. (agents, distributor), P.O. Box 8345, Causeway, Salisbury. WTD 5/25/65.

387 Watches, clocks

FRANCE—Electric alarm clocks, 50 cycles only, 110 and 220 volts. Ets. Lulin (dealer), 119 rue du Temple, Paris 3. WTD 3/3/65.

★★ IRAQ—Trade Mission

Electrically controlled meter clock systems. Baghdad Miscellaneous Industries Co. (manufacturer, importer, wholesaler), Makiya Bldg., Badawi St., Baghdad. WTD 5/15/65. TM 42.

391 Jewelry, silverware, plated ware

★★ IRAQ—Trade Mission

Men's jewelry. Direct purchase and agency. Khairy Dabbagh (importer, wholesaler, retailer), Mosul. WTD 8/20/64. TM 95.

394 Toys, amusements, sporting goods

FRANCE—Fishing tackle: hooks, rods, reels, artificial lures. Direct purchase and agency. Ets. M. S. Policar (manufacturer, dealer), 48-50 Passage du Caire, Paris 2. WTD 3/8/65.

Ice and roller skates and parts; badminton, baseball, lawn hockey, tennis items. Direct purchase and agency. Societe Montana-Sport (importer, agent), 47 rue Louise-Michel, Levallois-Perret (Seine). WTD 3/4/65.

Indoor games and toys, all kinds. R. & M. Colichet (importer, dealer), 11 rue d'Abbeville, Paris 10. WTD 3/4/65.

NETHERLANDS ANTILLES — Sporting goods of all kinds, including equipment for sea fishing, baseball, tennis, soccer, basketball, golf. Gomez Enterprises (importer, retailer, wholesaler, agent), Salinja, Curacao, Netherlands Antilles. WTD 6/30/64.

NIGERIA—Six bowling alleys with automatic pin setters and other accessories for installation in sports center to be built in Lagos.

Zabadne & Co., Ltd. (importer, wholesaler, retailer), 93 Broad St., P.O. Box 736, Lagos. WTD 9/17/63.

RHODESIA—Sports, gymnastic equipment, educational toys and models; direct purchase and agency. Educational Distributors (Pvt.), Ltd. (agent, distributor), P.O. Box 8345, Causeway, Salisbury. WTD 5/25/65.

395 Pens, pencils

PAKISTAN—Ball-point pens, fountain pens, pencil sets. Pakistan Equipment Corp. (importing distributor), 75 Poonch Rd., Lahore, West. WTD 5/26/65.

396 Costume jewelry, novelties, buttons, notions

VENEZUELA—Men's jewelry. Distribution for entire country. Requests replies in Spanish. Isaac Benaroyo (wholesaler, distributor), Edificio Carmo, Oficina 6, Padre Sierra a Munoz No. 28, Caracas. WTD 5/21/65.

399 Manufacturing industrial products

BELGIUM—Jukeboxes and amusement machines. Select Musci (importer, exporter, reconditioner), 31 Belpairestraat, Berchem, Antwerp. WTD 5/21/65.

FRANCE—Signs and advertising displays: publicity ensembles with remote-controlled figures (electronic or luminous, except tube-type). Direct purchase and agency. Societe TEL (manufacturer, importer, exporter), 10 rue Varet, Paris 15. WTD 3/2/65.

★★ IRAQ—Trade Mission

Brushes, hair, tooth, hand, other personal use. Hasso Marketing, B.A. Hasso & Sons (importer, wholesaler, retailer), Rashid St., Baghdad. WTD 3/13/64. TM 19.

PAKISTAN—Fiber and wire wheel brushes. Phillips & Jones (manufacturer), Norgate St., Cantt Rd., Sialkot City, West. WTD 5/24/65.

RHODESIA—Handicraft materials, including needlework; direct purchase and agency. Educational Distributors (Pvt.), Ltd. (agent, distributor), P.O. Box 8345, Causeway, Salisbury. WTD 5/25/65.

505 Farm products, raw materials

★★ LEBANON—Trade Mission

Raw cotton for processing into upholstery fabrics. Les Fils de R. Boutros (manufacturer), P.O. Box 1102, Beirut. WTD in preparation. TM 61.

MOROCCO—Raw cotton in bales for textile manufacture. Quotations Casablanca; direct purchase and agency. CORETEX, 42 avenue de l'Armee Royale, Casablanca. WTD 5/17/65.

532 Mail order house products

FRANCE—This firm, which now sells through correspondence and publicity a wide variety of hand tools, textiles and costume jewelry, wishes to represent American firms handling mail-order house items; requests replies in French. Benz & Cie., 16 Boulevard Sainte-Agathe, Nice A.M. WTD 3/30/65.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruit, nuts, vegetables

VENEZUELA—Fresh fruits. Agency and distributorship for entire country. Requests replies in Spanish. Representaciones Orientales, S.A. (importers, distributors, sales agents), Apartado 2264, Caracas. WTD 3/16/65.

Fresh fruits: grapes, applies, pears. Agency for Caracas metropolitan area. Requests replies in Spanish. Clemente Campos Romero (sales agent), Apartado 10484—Sabana Grande, Caracas. WTD 2/9/65.

200 Food products

★★ KUWAIT—Trade Mission

Diabetic foods, dehydrated vegetables. Saadon & Jolly (importer, wholesaler), P.O. Box 105, Kuwait. WTD 4/30/64. TM 9.

SPAIN—Frozen foods, including meats, dairy products, fruits, vegetables. Non-frozen canned and preserved foods; food specialites. Luis Martinez Fernandez (agent), Fuencarral 20, Madrid (4). WTD 5/24/65.

201 Meat products

FRANCE—Meat and offals. Exclusive agency only. Uniprovence (importer), 11 rue Henri Barbusse, Marseille, 1er. WTD 5/25/65.

203 Canned, preserved fruits, vegetables, sea food

FRANCE—Frozen sea foods, fish & shellfish; canned fruits, particularly pineapples. Marcom-France (importer, agent), 90 rue de la Victoire, Paris 9. WTD 3/5/65.

★★ LEBANON—Trade Mission

Canned foods, all kinds. Desires exclusive agency. Joseph Tannous Daou (importer), Salim Assaf Bldg., Mnimne Str., Ras Beirut. WTD 5/5/65. TM 1.

VENEZUELA—Dried and dehydrated fruits: apricots, pears, grapes, prunes. Canned vegetables, especially mushrooms. Canned sea foods, especially salmon. Requests replies in Spanish. Agency for Caracas metropolitan area. Clemente Campos Romero (sales agent), Apartado 10484—Sabana Grande, Caracas. WTD 2/9/65.

204 Grain mill products

★★ KUWAIT—Trade Mission

Barley, rice, wheat, oats, corn; 5,000 tons each per year. Jassim Ali Al Wazzan (importer, wholesaler), Sooq Al Hares, Amir Bldg., P.O. Box 124, Kuwait. WTD 11/12/64. TM 4.

220 Textile mill products

NEW ZEALAND—Cotton seersuckers of distinctive designs and patterns; cotton, Terylene, other synthetic fabrics in gay, modern, sophisticated patterns, for women's fashion market; cotton and synthetic curtaining fabrics, widths of 48 inches—not interested in wider materials. Messrs. Ferguson and Ewen, Constable Agencies, Ltd. (manufacturers' representative), P.O. Box 1163, Wellington. WTD in preparation.

Furnishing upholstery fabrics of cotton mixtures or man-made fibres such as rayon or nylon. Not interested in moquettes or fabrics with wool content. T. W. Williams, Managing Director, T. W. Williams, Ltd. (importer, manufacturers' representative), 102-104 Wakefield St., Wellington. WTD 11/16/64.

THAILAND — Mattresses, blankets, bed spreads, bed sheets, table cloths, napkins, and other textile goods for supplying 200-room hotel; urgently requests catalog and full details of products; details may be obtained from inquirer. Cheung Heng Lee, Ltd., Partnership (importer, commission agent), 28 Behind Trocadero Hotel, Suriwongse Rd., Bangkok. WTD 4/29/63.

VIET-NAM—Textiles, particularly men's suiting materials; yarns, including woolen, silk, rayon, cotton, man-made fiber varieties. Requests catalogues, quotations. Hardy Trading Co., Ltd. (manufacturers' representative), 7 dai lo Nguyen Hue, 2nd Floor, Saigon. WTD 5/20/65.

230 Apparel

SPAIN—Ready-to-wear apparel, good quality, for men, women, children. Luis Martinez Fernandez (agent), Fuencarral 20, Madrid (4). WTD 5/24/65.

232 Men's, youths', boys' furnishings, work clothing

FRANCE—Ready-made medium-priced clothing of all categories, including sports clothes such as trousers, coats, jackets for men and young boys. Good quality. Agency for France or section of. Requests descriptive literature, quotations. Etablissements Geb (manufacturer, wholesaler), Iteuil, Vienne. WTD 5/21/65.

234 Women's misses', children's, infants' undergarments

★★ LEBANON—Trade Mission

Infants' wear, all types. Women's lingerie, foundation garments. Addada Trading Co. (wholesaler), P.O. Box 1950, Beirut. WTD in preparation. TM 56.

236 Girls', children's, infants' outerwear

NEW ZEALAND—Babies' dresses, jackets, childrens party dresses—lengths up to 18 inches. Babies' knitted garments, chest size up to 24 inches. Messrs. Ferguson and Ewen, Constable Agencies Ltd. (manufacturers' representative), P.O. Box 1163, Wellington. WTD in preparation.

250 Furniture, fixtures

THAILAND—Furniture, all kind for use in equipping 200-room hotel; requests catalogs and full details of product; more information may be obtained from inquirer. Cheung Heng Lee, Ltd., Partnership (importer, commission agent), 28 Behind Trocadero Hotel Suriwongse Rd., Bangkok. WTD 4/29/63.

251 Household furniture

FRANCE—Early American furniture. Jean

Dedieu (sales agent), 19 Bld. Garibaldi, Paris 15. WTD 3/4/65.

Kitchen cabinets, tables, chairs. Societe Major (dealer), 2 rue de Rocroy, Saint-Maur (Seine). WTD 3/5/65.

264 Converted paper, paperboard products

NICARAGUA—Polyethylene bags to be used for fertilizers. Julio & Lorenzo Lacayo, Cia, Ltda. (importer, retailer), Apartado 36, Leon, Nicaragua C.A. WTD 7/9/63.

281 Industrial chemicals

FRANCE—Pigments, organic and inorganic; dyes. Applications Chimiques sur Metaux (dealer), 25 rue Albert Duchaussoy, Drancy (Seine). WTD 3/2/65.

★★ IRAQ—Trade Mission

Sodium silicate, neutral, 100 tons, industrial turpentine, titanium oxide; pigment (not powder) for producing tan, black, orange, red shoe polish; magnesium sulphate, aluminum stearate, anhydrous aluminum chloride for producing cement tile. Quotations C. & F. Basra on quantity-sliding-scale basis. Izzat Maidani (importing agent), Arasat Bahoshy 70.1.34 Karrada, Baghdad. WTD 5/1/65. TM 66.

★★ LEBANON—Trade Mission

Medical laboratory chemicals. The Optical & Scientific Co. (importer, retailer), Starco Bldg., Bloc North, Office 109, Beirut. WTD 11/27/64. TM 31.

PHILIPPINES—Industrial chemicals including urethane, dyestuffs, essences, chemicals for the plastic and paint industries. Oscar D. Hernandez, Manager, The O. D. Hernandez Co. (importer, wholesaler, indenter, exporter), 517 Don Santiago Bldg., Taft Avenue, Manila. WTD 10/24/64.

VIET-NAM — Industrial chemicals, wide range. Dyestuffs and auxiliaries: direct, vat, acid, sulphur. Pigments and auxiliaries: color bases, binders, thickening agents, emulsifiers, fixers. Requests samples, quotation. Hardy Trading Co., Ltd. (manufacturers' representative), 7 dai lo Nguyen Hue, 2nd Floor, Saigon. WTD 5/20/65.

282 Synthetic materials

FRANCE—Plastics for molding. Applications Chimiques sur Metaux (dealer), 25 rue Albert Duchaussoy, Drancy (Seine). WTD 3/2/65.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

★★ IRAQ—Trade Mission

Cosmetics. Exclusive distributorship for Iraq, Kuwait, Lebanon. Alrazi Chemical Industries Co., P.O. Box 2099, Wathiq St., Alwiyah, Baghdad. WTD 2/4/64. TM 2.

★★ LEBANON—Trade Mission

Insecticides, pesticides, for home use. Automobile polishing waxes and cleaners. Desires exclusive agency. Joseph Tannous Daou (importer), Salim Assaf Bldg., Mnimne St., Ras Beirut. WTD 5/5/65. TM 3, 4.

285 Paints, varnishes, lacquers

FRANCE—Anti-corrosion paints. Societe d'Application Electrolytiques & Galvanoplastiques (manufacturer), 16 rue Francis de Pressense, Saint-Denis (Seine). WTD 3/2/65.

289 Chemical products

FRANCE—Special adhesives to be mixed with asphalt and tar, for road surfacing. E. Querne & Cie. (importer, dealer), 8 rue Waldeck-Rousseau, Asnieres (Seine). WTD 3/1/65.

301 Tires, inner tubes

★★ IRAQ—Trade Mission

Tires for farm tractors, plows, combines. Ibrahim al-Jadir & Co. (importer, wholesaler, retailer), Bab-Lagash, Mosul. WTD 5/28/65. TM 88.

307 Plastic products

★★ KUWAIT—Trade Mission

Plastic panels used in construction, decoration, other new types of building materials. Kontra, Ltd. (importer), P.O. Box 4731, Kuwait. WTD 3/28/65. TM 31.

322 Glass, glassware

★★ LEBANON—Trade Mission

Laboratory glassware. The Optical & Scientific Co. (importer, retailer), Starco Bldg., Bloc North, Office 109, Beirut. WTD 11/27/64. TM 30.

VENEZUELA—Decorative glassware. Agency and distributorship for entire country. Requests replies in Spanish. Representaciones Orientales, S.A. (importers, distributors, sales agents), Apartado 2264, Caracas. WTD 3/16/65.

331 Steel mill products

VIET NAM—Wide range of steel mill products including electrolytic tinplate, galvanized corrugated and plain steel sheets, iron angles and bars. Requests catalogues, quotations. Hardy Trading Co. Ltd. (manufacturers' representative), 7 dai lo Nguyen Hue, 2nd Floor, Saigon. WTD 5/20/65.

335 Rolling, drawing, extruding nonferrous metals

NEW ZEALAND—Brass, copper and aluminum sheets; wire; bars; rods; foil. D. B. Long, Managing Director, Metal Import Co. (Auck), Ltd. (importer, wholesaler), 199-203 Great North Rd., Auckland W.2, New Zealand. WTD in preparation.

336 Nonferrous foundries

FRANCE—Cast aluminum kitchen utensils, including kettles, fryers. Societe Major (dealer), 2 rue de Rocroy, Saint-Maur (Seine). WTD 3/5/65.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Metalworking files, specifically for auto body work. Donald C. Jefferies Pty., Ltd. (manufactures' agents), 48 Petrie Terrace, Brisbane, Queensland. WTD 5/24/65.

★★ KUWAIT—Trade Mission

Hand tools for service stations. Direct purchase and agency. Mahmoud Hashim al Borno (importer, wholesaler), P.O. Box 651, Kuwait; and Arab Trading & Industrial Co. (importer, wholesaler), a subsidiary of al Borno, P.O. Box 218, Gaza, Palestine, Via U.A.R. WTD 5/12/65. TM 26.

Builders hardware. M. H. Borno (importer, wholesaler), P.O. Box 651, Kuwait. WTD 5/12/65. TM 16.

VENEZUELA—Hand tools and accessories, all types. Sales agency for Venezuela. Pedro E. Marino (agent), Apartado 5515 Chacao, Caracas. WTD 5/19/65.

343 Heating apparatus, plumbing fixtures

FRANCE—Sinks: enameled iron, cast iron, pressed metal. Societe Major (dealer), 2 rue de Rocroy, Saint-Maur (Seine). WTD 3/5/65.

★★ IRAQ—Trade Mission

Household stoves for heating, knocked down for reassembly in Iraq; high-, medium- and low-price ranges. Shahdost S. Rassam (importer, exporter, contractor), P.O. Box 16, Kirkuk. WTD 7/9/63. TM 78.

Gas heaters. Abdullah S. Al-Taey (importer), Ninawa St., Mosul. WTD in preparation. TM 91.

344 Fabricated structural metal products

★★ KUWAIT—Trade Mission

Steel construction forms, 30,000 tons per year. M. H. Borno (importer, wholesaler), P.O. Box 651, Kuwait. WTD 5/12/65. TM 15.

VENEZUELA—Steel power boilers, packaged steam generators, to handle 600-2000 h.p. units. Sales agency for entire country. Tecnipro, S.A. (sales agent, importer), Apartado 5748, Caracas. WTD 5/18/65.

349 Fabricated metal products

FRANCE—Ironing boards, metal. Societe Major (dealer), 2 rue de Rocroy, Saint-Maur (Seine). WTD 3/5/65.

352 Farm machinery

★★ IRAQ—Trade Mission

Farm tractors, harvesters. Sami Mi'mar Bashi (importer), Dwasa St., Mosul. WTD in preparation. TM 53.

Tractors, plows, combines. Ibrahim al-Jadir & Co. (importer, wholesaler, retailer), Bab-Lagash, Mosul. WTD 5/28/65. TM 89.

353 Construction machinery

FRANCE—Public works and construction equipment, such as bulldozers, concrete mixers, dredging machinery, pavers, power shovels. Societe Autran & Vincent (commission merchant), Route Nationale No. 14, La Patte-d'Oie-d'Herblay (S. & O.). WTD 3/2/65.

★★ IRAQ—Trade Mission

Earthmoving equipment worth about $728,000. Izzat Maidani (importing agent), Arasat Bahoshy 70.1.34 Karrada, Baghdad. WTD 5/1/65. TM 68.

354 Metalworking machinery

AUSTRALIA—Machine tools, all types. Bourke & Radford (Eng) Pty., Ltd. (engineers, manufacturers' representatives), 1-9 Gould Rd., Herston, Brisbane, Queensland. WTD 8/13/64.

IRAQ—Metalworking machine tools. S. M. Latif (importer, wholesaler, contractor), Muta' El-Khedery Bldg., South Gate, Baghdad. WTD 6/8/64.

★★ KUWAIT—Trade Mission

Hacksaw machine, lathe, pipe bending, bench grinder and welding machines. Ahmad Sayyed Hashim Gharabally, (importer, wholesaler), P.O. Box 98, Kuwait. WTD 4/15/64. TM 32.

★★ LEBANON—Trade Mission

Screw machines, tools used in metal pro-

duction shops, lifts. Abdunnur Commercial & Engineering (importer, wholesaler), Sadat Street, Beirut. WTD in preparation. TM 58.

355 Special industry machinery

AUSTRALIA—Machinery and equipment for chemical manufacturing industries. Bourke & Radford (Eng) Pty., Ltd. (engineers, manufacturers' representatives), 1-9 Gould Rd., Herston, Brisbane, Queensland. WTD 8/13/64.

Machinery for food and chemical processing plants, including drawing equipment, solvent extraction equipment, grinding and pulverizing equipment, plant equipment of various additional types. Eric M. Hart, Maxwell Industries (consulting engineers), 4 Esdaile Place, Arncliffe, N.S.W. WTD 5/25/65.

★★ IRAQ—Trade Mission

Knitting machines for men's and women's hosiery. Abdullah J. Ghazaleh (manufacturer, representative, wholesaler), Gharibjan Bldg., Shorja, Baghdad. WTD 11/5/64. TM 86.

Dairy equipment, ice cream plants, requests catalogs, prices c & f Basra. Isaac Yonan (importer, wholesaler), Numan St. (Muraba), Baghdad. WTD 3/7/64. TM 107.

Dairy and poultry equipment. Zuhair Habboo, Faruq Wazir, B.V.M. (manufacturer, importer), Baghdad Hotel, Baghdad. WTD 4/25/65. TM 63.

★★ LEBANON—Trade Mission

Complete bakery equipment. Saltraco (importer, wholesaler), P.O. Box 4405, Beirut. WTD in preparation. TM 52.

Candy-making equipment; packaging equipment for food products. Naamtallah Saadeh & Co. (importer, wholesaler), P.O. Box 2093, Beirut. WTD in preparation. TM 50.

357 Office, computing, accounting machines

AUSTRALIA—Business machines, such as office dictating machines; small duplicating machines; photocopying machines, dry process only; check protectors. G. Veres, Business Machine Division, Pye Industries, Ltd., P.O. Box 12, Marrickville, N.S.W. WTD 5/25/65.

FRANCE—Scales and balances for commercial use. Societe Major (dealer), 2 rue de Rocroy, Saint-Maur (Seine). WTD 3/5/65.

★★ LEBANON—Trade Mission

Postage meters, enumerator machines, checkwriting machines, time dating machines, other office machines. Chafic Begdache & Fils (importer-wholesaler), P.O. Box 169, Hoyek Street, Beirut. WTD 2/18/65. TM 5.

SOUTH AFRICA—Scales, all types. Modern Scale Co. (Pty.), Ltd. (importer, retailer, exporter, wholesaler manufacturer), P.O. Box 10190, Johannesburg. WTD 5/19/65.

358 Service industry machines

AUSTRALIA—Water treatment equipment, mechanical. Bourke & Radford (Eng) Pty., Ltd. (engineers, manufactures' representatives), 1-9 Gould Rd., Herston, Brisbane, Queensland. WTD 8/13/64.

FRANCE—Ironers, commercial laundry and dry cleaning types. Societe Major (dealer), 2 rue de Rocroy, Saint-Maur (Seine). WTD 3/5/65.

IRAQ—Water softeners, mechanical. Sewage purification equipment. For government projects. S. M. Latif (importer, wholesaler, contractor), Muta' El-Khedery Bldg., South Gate, Baghdad. WTD 6/8/64.

★★ IRAQ—Trade Mission

Household and office air conditioners, 220-volt, 50-cycle. Abdullah S. Al-Taey (importer), Ninawa St., Mosul. WTD in preparation. TM 94.

★★ KUWAIT—Trade Mission

Window-type air conditioners. Ahmad Sayyed Hashim Gharabally (importer, wholesaler), P.O. Box 98, Kuwait. WTD 4/15/64. TM 33.

Air conditioners for domestic use. Ahmad Bahman Brothers (importer), P.O. Box 88, Kuwait. WTD 2/4/64. TM 14.

SWEDEN—Floor cleaning machines of all kinds; steam cleaners for machinery; coin-operated automatic vending machines; other related items. Kurt M. Holm (sales agent), Tunnlandsvagen 52, Bromma. WTD 5/21/65.

360 Electrical machinery, equipment

★★ KUWAIT—Trade Mission

Electric controls and switches used in construction field, 240-volt, 50 cycles, motors above 5 hp. must be 3-phase. Rasheed & Rifai Engineering Co. (wholesaler), P.O. Box 5149, Kuwait. WTD 5/11/65. TM 30.

TV components, high-voltage transformers, VHF radio transceivers, auto service equipment, high-voltage power supplies, amateur radio equipment. Yousuf Ahmad Alghanim (importer, wholesaler), Fahad Al-Salem St., Kuwait. WTD 6/20/64. TM 13.

361 Electric distribution, transmission equipment

★★ LEBANON—Trade Mission

Switches, relays, cable. Desires exclusive agency. Joseph Tannous Daou (importer), Salim Assaf Bldg., Mnimne Str., Ras Beirut. WTD 5/5/65. TM 2.

NEW ZEALAND—Substation switchgear, indoor and outdoor equipment generally, both cubical and free standing type. Oil circuit breakers, air blast breakers, small oil volume equipment. Voltage ranges from 11-kv. to 220-kv. Not interested in air-brake equipment. D. S. Ritchie, Cable-Price Corp., Ltd. (importers, engineers), 166 The Terrace, Wellington, C.1. WTD 12/4/64.

VENEZUELA—Transformers; control panels; all types. Sales agency for entire country. Tecnipro, S.A. (sales agent, importer), Apartado 5748, Caracas. WTD 5/18/65.

363 Household appliances

FRANCE—Household refrigerators, air conditioners, dishwashing machines, washing machines, cooking equipment, toasters, coffee grinders, percolators, water heaters, juice extractors, electric blankets. Societe MAJOR (dealer), 2 rue de Rocroy, Saint-Maur (Seine). WTD 3/5/65.

Small household electrical appliances preferably electrical gadgets of new types for kitchen and home use, including can openers, knife sharpeners, food mixers, toasters, related lines. Agency for France or section of. Manufacture d'Armes et Cycles de Chatellerault, 36 Avenue Wilson, Chatellerault, Vienne. WTD 5/28/65.

★★ IRAQ—Trade Mission

Refrigerators, washing machines; 220-volt, 50-cycle. Sami Mi'mar Bashi (importer), Dwasa St., Mosul. WTD in preparation. TM 52.

Refrigerators, washing machines, sewing machines, air coolers; 220-volt, 50-cycle. Gas stoves, refrigerators. Abdullah S. Al-Taey (importer), Ninawa St., Mosul. WTD in preparation. TM 92.

Cooking stoves, hot water heaters, knocked down for reassembly in Iraq; high-, medium- and low-price ranges. Shahdost S. Rassem (importer, exporter, contractor), P.O. Box 16, Kirkuk. WTD 7/9/63. TM 78.

Household refrigerators and freezers, 200-volt, 50-cycle. Abdul Massih El Jwaideh (importer, wholesaler), 85 Sa'doun St., Baghdad. WTD 9/12/64. TM 38.

★★ KUWAIT—Trade Mission

Refrigerators, washing machines, gas ranges. Ahmad Bahman Brothers (importer), P.O. Box 88, Kuwait. WTD 2/4/64. TM 14.

Domestic refrigerators, 9 cu. ft. Ahmad Sayyed Hashim Gharabally (importer, wholesaler), P.O. Box 98, Kuwait. WTD 4/15/64. TM 33.

★★ LEBANON—Trade Mission

Household refrigerators and refrigeration equipment. Etablissement Faouzi Ayrouth (importer, wholesaler), P.O. Box 4509, Badaro St., Beirut. WTD in preparation. TM 21.

364 Electric lighting, wiring equipment

★★ IRAQ—Trade Mission

Electrical contractors' supplies. Baghdad Miscellaneous Industries Co. (manufacturer, importer, wholesaler), Makiya Bldg., Badawi St., Baghdad. WTD 5/15/65. TM 43.

THAILAND—Lighting fixtures, all kinds, for equipping 200-room hotel; urgently requests catalog and full details of product; more information may be obtained from the inquirer. Cheung Heng Lee, Ltd. Partnership (importer, commission agent), 28 Behind Trocadero Hotel, Suriwongse Rd., Bangkok. WTD 4/29/63.

365 Radios, television sets

FRANCE—Audio-visual magnetic tape recorders. Centre des Techniques des Materiels Audio-Visuels (manufacturer, exporter), 30 Avenue des Champs-Elysees, Paris 8. WTD 3/2/65.

★★ IRAQ—Trade Mission

Radio and TV sets. Abdullah S. Al-Taey (importer), Ninawa St., Mosul. WTD in preparation. TM 90.

366 Communication equipment

IRAQ—Electric traffic signals. S. M. Latif (importer, wholesaler, contractor), Muta' El-Khedery Bldg., South Gate, Baghdad. WTD 6/8/64.

★★ LEBANON—Trade Mission

Electronic equipment for aircraft and marine use. Prices f.a.s. New York City. D.I.T.A. (importer, manufacturer), P.O. Box 417, Beirut. WTD 11/10/64 (Daghir Insurance & Trading Agencies). TM 54.

369 Electrical machinery equipment

★★ IRAQ—Trade Mission

Automotive parts. Ibrahim H. H. Shakarchi (importer, wholesaler), Rashid St., Baghdad. WTD 5/25/65. TM 64.

371 Motor vehicles, equipment

FRANCE—Spare parts and accessories for

trucks. Societe Autran & Vincent (commission merchant), Route Nationale No. 14, La-Patte-d'oie-d'Herblay (S. & O.). WTD 3/2/65.

IRAQ—Automotive parts and accessories. Ibrahim H. H. Shakarchi (importer, wholesaler), Rashid St., Baghdad. WTD 5/25/65.

★★ IRAQ—Trade Mission

Automotive parts as required in government tenders, commission basis prices c. & f. Basra. Kais al-Shabibi (contractor, importer), Sa'doun St., Baghdad. WTD 5/13/65. TM 27.

★★ KUWAIT—Trade Mission

Replacement parts for cars and trucks. Abdul Rahman Al Bisher & Zeid Al Kazemi (importer, wholesaler), P.O. Box 47, Kuwait. WTD 1/7/65. TM 25.

Truck crane and trailer units, mobile testing units, lorries, wheel balancing and aligning equipment. Ahmad Sayyed Hashim Gharabally (importer, wholesaler), P.O. Box 98, Kuwait. WTD 4/15/64. TM 34.

★★ LEBANON—Trade Mission

Replacement parts for U.S. made cars and trucks. Saltraco (importer, wholesaler), P.O. Box 4405, Beirut. WTD in preparation. TM 51.

Piston rings, engine bearings, fuel pumps, water pumps, glass, clutch assembly set. Joseph T. Daccak (importer), P. O. Box 1130, Beirut. WTD in preparation. TM 49.

PHILIPPINES—Spare parts for jeeps and autos. Agency and/or distributorship. United Merchants Corp. (importer, retailer, wholesaler), 307-309 Magallanes St., Cebu City. WTD 4/22/65.

SOUTH AFRICA—Automotive spares and accessories. Norman Gaydon & Co. (Pty.), Ltd. (importer, wholesaler), P.O. Box 6623, Johannesburg. WTD 5/25/65.

VENEZUELA—Repair and replacement parts for automobiles; automobile accessories, all kinds. Sales agency for entire country. Pedro E. Marino (agent), Apartado 5515 Chacao, Caracas. WTD 5/19/65.

372 Aircraft, parts

★★ IRAQ—Trade Mission

Aircraft, private and commercial. Abdul Massih El Jwaideh (importer, wholesaler), 85 Sa'doun St., Baghdad. WTD 9/12/64. TM 37.

★★ LEBANON—Trade Mission

Replacement parts for larger aircraft. The United Traders (importer, exporter), P.O. Box 4695, Riad Solh St., Beirut. WTD 4/22/65. TM 57.

381 Engineering, laboratory, scientific research instruments

★★ LEBANON—Trade Mission

Medical laboratory instruments. The Optical & Scientific Co. (importer, retailer), Starco Bldg., Bloc North, Office 109, Beirut. WTD 11/27/64. TM 32.

386 Photographic equipment

FRANCE—Photographic apparatus and equipment; film projectors and cameras; advanced teaching aids. Centre des Techniques des Materiels Audio-Visuels (manufacturer, exporter), 30 Avenue des Champs-Elysees, Paris 8. WTD 3/2/65.

394 Toys, amusements, sporting goods

VENEZUELA—Toys in general. Agency and distributorship for entire country. Requests replies in Spanish. Representaciones Orientales, S.A. (importers, distributors, sales agents), Apartado 2264, Caracas. WTD 3/16/65.

395 Pens, pencils, office materials

PHILIPPINES—School supplies and stationery. Agency and/or distributorship. United Merchants Corp. (importer, retailer, wholesaler), 307-309 Magallanes St., Cebu City. WTD 4/22/65.

396 Costume jewelry, novelties

SPAIN—Novelties and gift items of all kinds. Luis Martinez Fernandez (sales agent), Fuencarral 20, Madrid (4). WTD 5/24/65.

399 Manufacturing industrial products

FRANCE—Hair driers for beauty parlors. Societe Major (dealer), 2 rue de Rocroy, Saint-Maur (Seine). WTD 3/5/65.

503 Dry goods, apparel

NEW ZEALAND—Surplus stocks of U.S. government trousering, skirting, officer overcoating yard goods. Messrs. Ferguson and Ewen, Constable Agencies, Ltd. (manufacturers' representative), P.O. Box 1163, Wellington. WTD in preparation.

506 Electrical goods

IRAQ—Electrical construction materials; communications equipment. S. M. Latif (importer, wholesaler, contractor), Muta' El-Khedery Bldg., South Gate, Baghdad. WTD 6/8/64.

Prequalifications sought for Yugoslav rail yard

The Yugoslav Railway has issued the "Preliminary Information and Instructions for Prequalification" for interested and eligible companies to bid on part of their modernization program of their main lines and the reconstruction and construction of the main marshalling yards.

This part of the program includes the construction of a new marshalling yard at Beograd-Zeleznik.

A copy of the prequalification information is available on loan to companies located in the United States from the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-967-3601).

Petroleum products complex to be expanded by Egyptians

The Yemen Oil Co., Egyptian General Petroleum Corp., 44 Messaha St., Dokki, Cairo, U.A.R. requests bids with a deadline of June 20. The work to be performed includes petroleum products storage tanks, pumping stations, power generators, workshop and garage telephone system, civil works and spare parts to be installed at petroleum installations located at Hodieda and Sanaa.

One copy of specifications is available for review only, not for loan, at the Power and Electrical Equipment Division, Room 4124, BDSA-6430, Department of Commerce, Washington, D.C.

Leads for Importers

203 Canned, preserved foods

FRANCE—Goose liver (foie gras), canned, very good quality. Wholesale exportations. Requests replies in French. Bernard Lemee (producer, canner), Domaine d'Helois-Land, Souprosse, Landes. WTD 5/25/65.

★★ KUWAIT—Trade Mission

Frozen Arabian Gulf shrimp. Venetian Blinds (exporter, importer), P.O. Box 3853, Kuwait. WTD 4/25/65. TM 6.

206 Sugar

★★ IRAQ—Trade Mission

Cane molasses, 2,500 tons annually, density, 1.45, brix 78-83, polarization 37.6, purity, 47-44, sucrose (derget) 40-38, invert 10.2, ash 11.05. Beet molasses, 3,500 tons annually, density 1.45, brix 78-83, polarization 50.6, purity 60-62, sucrose (clerget) 50-52, ash 10. Mosul Sugar Factory (government owned industry), Mosul. TM 122.

207 Confectionery

AUSTRALIA—Confectionery, including jelly beans, licorice novelties, licorice allsorts, English-type allsorts, eucalyptus-and-honey toffees (wrapped), butterscotch toffees, and other types of toffees (wrapped). R. W. A. Norgard & Co., (exporter), 76 Clarence St., Sydney, N.S.W. WTD 4/6/65.

208 Beverages

★★ LEBANON—Trade Mission

Arak, Lebanese liqueur, in decorative bottles. Seeks U.S. agent. The United Traders (importer, exporter), P.O. Box 4695, Riad Solh St., Beirut. WTD 4/22/65. TM 27.

209 Food preparations

★★ LEBANON—Trade Mission

Olive oil. Seeks U.S. agent to handle minimum of 1,000 tons per year. Shabshab Brothers (importer, exporter, wholesaler), Souk Abou Nasr, Beirut. WTD 5/11/65. TM 20.

212 Cigars

PHILIPPINES—Philippine cigars. Oscar D. Hernandez, manager, The O. D. Hernandez Co. (importer, wholesaler, indenter, exporter), 517 Don Santiago Bldg., Taft Ave., Manila. WTD 10/24/64.

213 Tobacco

PHILIPPINES—Philippine tobacco leaves. Oscar D. Hernandez, manager, The O. D. Hernandez Co. (importer, wholesaler, indenter, exporter), 517 Don Santiago Bldg., Taft Ave., Manila. WTD 10/24/64.

221 Broad woven fabric

★★ LEBANON—Trade Mission

Upholstery materials, cotton and silk. Les Fils de R. Boutros (manufacturer), P.O. Box 1102, Beirut. WTD in preparation. TM 63.

222 Broad woven fabric, man-made Fiber, Silk

★★ LEBANON—Trade Mission

Seeks agent for pure silk shirting and suit-

ing, hand-loomed, 36" width: minimum 50,000 yards per year; $2.00 per yard; f.o.b. Beirut. Mounir Salim Haddad (manufacturer), P.O. Box 4831, Staraco Bldg., 6th Floor, Beirut. WTD in preparation. TM 67.

229 Textile goods

PHILIPPINES—Abaca burlap. Oscar D. Hernandez, manager, The O. D. Hernandez Co. (importer, wholesaler, indenter, exporter), 517 Don Santiago Bldg., Taft Ave., Manila. WTD 10/24/64.

238 Apparel, accessories

FRANCE—Waterproof garments, raincoats, overalls, related rubberized and oiled apparels for men, women, children; for street wear, sports, fishing, other purposes. Illustrated pamphlets available from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Etablissements Geb (manufacturers, wholesalers), Iteuil, Vienne. WTD 5/21/65.

HONG KONG—Hong Kong-made gloves. Marmichen, Ltd. (importer, exporter), 1403 Hang Seng Bank Bldg., 77 Des Voeux Rd. Central (P.O. Box 13047), Hong Kong. WTD 12/7/64.

239 Fabricated textile products

FRANCE—Waterproof coats and related protective garments for dogs. Wholesale exportation. Etablissements Geb. (manufacturer, wholesaler, exporter), Iteuil, Vienne. WTD 5/21/65.

251 Household furniture

★★ LEBANON—Trade Mission

Seeks U.S. agent to represent line of teak furniture, contemporary design. Illustrations available on loan from Trade Opportunities Staff, BDSA 6192, Room 4203, Department of Commerce, Washington, D.C. 20230. Ayoub Lebanese Industrial Co., S.A.L. "ALICO" (manufacturer), P.O. Box 995, Khodr St., Beirut. WTD 5/5/65. TM 29.

Furniture, French and Italian styles. Les Fils de R. Boutros (manufacturer), P.O. Box 1102, Beirut. WTD in preparation. TM 62.

282 Synthetic material

FINLAND—Polyethylene re-processed and re-granulated material; full details, prices immediately available upon request. A. Ilmanen & Co. Oy (exporter, importer, agent), Punavuorenkatu 5 B, Helsinki. WTD 1/13/65.

332 Iron, steel

★★ IRAQ—Trade Mission

Steel scrap, 10,000 tons. Abdul Redha & Bros., Damirji Bldg., Bank St., Baghdad. WTD 1/4/64. TM 9.

346 Metal stampings

FRANCE—Household enameled cooking and kitchen utensils. Societe d'Equipment Menager "JAPY" (manufacturer, importer), 62 Avenue des Champs Elysees, Paris 8. WTD 9/4/64.

359 Machinery

ETHIOPIA—Medium-sized cotton ginning system and cleaner, including roll bearer, unloader, fan, hull separator and feeder. Price cif Massawa. Gabre Michael Berhane, P.O. Box 2619, Addis Ababa. WTD 5/18/65.

364 Electric lighting, wiring equipment

GERMANY—Electric lighting fixtures and lamp shades; direct sale. Quotations fob Hamburg or Bremen. Requests replies in German. Rudolf Arnold KG. (manufacturer, exporter), 72-76 Nordring, 428 Borken/W. WTD 5/19/65.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Metallic dosing syphons, designed for accurate dosage of sulphur dioxide by the wine industry. Dosimeters (cupro-doseurs and ferro-doseurs) for dosage of cupric or ferric ingredients in wine); related apparatus for wineries. Direct sale or through agents. Descriptive leaflets, in French and English, available from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Guy Toulouse, J. Laffort & Cie. (Societe) (manufacturers, wholesalers, exporters), 126 Quai de la Souys, Bordeaux-Bastide, Gironde. WTD 5/18/65.

394 Toys, amusements, sporting goods

IRAN—Persian characteristics, miniature size, height: 6", made of wood and plastic, 35 cents per set, fob Tehran. Nersey Trading Co., Ltd. (manufacturers), 25 Churchill St., P.O. Box 2374, Tehran. WTD 2/4/64.

396 Costume jewelry, novelties, buttons, notions

SOUTH AFRICA—Ostrich feathers and ostrich feather dusters. A. J. Pudney & Co. (exporter), P.O. Box 128, Green St., Port Elizabeth. WTD 5/17/65.

504 Groceries

ALGERIA—Producer of canned, preserved, pasteurized olives seeks importer to act as exclusive agent. Requests replies in French. Tahar Hammadi (producer, exporter), Huileries et Savonneries d'Oranie, Boulevard Franz Fanon, Sig (Oran). WTD 5/25/65.

505 Farm products, raw materials

★★ IRAQ—Trade Mission

Sheep wool, camel wool, goat hair, hides; samples and quotations on request. Shahdost S. Rassam (importer, exporter, contractor), P.O. Box 16, Kirkuk. WTD 7/9/63. TM 76.

Wool for rug making, 20,000 metric tons annually; requires U.S. selling agent. Abdul Aziz Shubbar (exporter, wholesaler), United Bank of Iraq Bldg. (5th floor), Bank St., Baghdad. WTD 5/18/65. TM 70.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Ernest Burgin, S.A. Vinedos y Bodegas Arizu, Warnes 2280, Buenos Aires, interested in visiting major distribution centers to reintroduce **Arizu wines** into U.S. May 30 via Miami for 2-3 months; c/o Delta Line, New Orleans, La. Itinerary: Memphis, Cleveland, Detroit, Chicago, Jacksonville, Washington, D.C., New York City.

ECUADOR—Pedro Miranda L., General Manager, Textil San Pedro, Calle Sucre 370 or P.O. Box 2378, Quito, interested in purchasing **textile machinery, spinning and weaving equipment** and selling all types of **woolens** (yarn, thread, carpets, sweaters) produced by his plant. June 15 via New York City for 30 days; c/o Waldorf Astoria Hotel, 50th & Park Ave., New York, N.Y. Itinerary: New York, Washington, Chicago. WTD 3/24/64.

GHANA—Nadim Kassab, West Africa Management Consultants, Ltd., P.O. Box 319, Accra, interested in negotiating agency arrangements with manufacturers of **industrial equipment and agricultural machinery and implements** and in locating financial institutions able to grant medium/long-term credit for large scale procurements for Ghana Government ministries. First week in June via New York City for 3 weeks; c/o Hilton Hotel, New York, N.Y. Itinerary: New York, Chicago, Washington, Los Angeles, Cleveland. WTD 1/25/65.

GREECE—Peter Bougheas, representing P. Bougheas & C. Katsas, 3 Pan. Skouze St., Athens 123, interested in **shoe making accessories and supplies, leather, machinery.** June 9 via New York City for 20 days; c/o Ideal Tape Inc., Lowell, Mass. Itinerary: Buena Vista, Va., New York City, Atlantic City, N.J., Boston. WTD 5/19/65.

INDIA—L. Alagusundaram Chettiar and M. K. V. Reddy, representing Andhra Forgings Ltd., 21 Santhome High Rd., Madras, interested in locating technical and financial collaborator for **manufacture of forgings.** June 14 via Washington, D.C. for 2-3 weeks; c/o Commercial Attache, Embassy of India, 2107 Massachusetts Ave., NW., Washington, D.C. Itinerary: Washington and others to be arranged. WTD 5/13/65.

M. L. Apte, Director, and Dr. V. A. Altekar, Technical Advisor, Phaltan Sugar Works, Ltd., 296 Bazargate St., Bombay 1, interested in meeting manufacturers of chipboard from bagasse and titanium to obtain technical collaboration to set up **chipboard and titanium dioxide plants** in India. Week of June 7 via New York City for approximately 2 weeks; c/o Department of Commerce Field Offices on route. Itinerary: New York, Pittsburgh, Los Angeles, Washington, D.C.

IRAQ—Saleh Jawad al-Touma, Majid Building, Bab al-Agha, Baghdad, interested in representing U.S. manufacturers of **hardware and hand tools.** Third week in June via New York City for 1 month; c/o Yousif Saleh Touma, 2503 Stanford Ave., Pomona, Calif. Itinerary: New York, Pomona, other cities to be arranged. WTD 5/3/65.

KUWAIT—Abdulla Mohammed Al Khulaifi, P.O. Box 3454, Kuwait, interested in **pharmaceuticals and general merchandise.** June 8 via New York City for approximately 2 weeks; c/o Alcon Labs. Inc., 6201 S. Freeway, Ft. Worth, Texas. Itinerary prepared by Alcon Labs. WTD 3/11/64.

NORWAY—Rolf Reinung, representing Servicesentralen, Laas & Nokkel, 17 Bogstadveien, Oslo 3, interested in agencies for **lock systems, electric hand tools, hardware.** June 1

via New York City for 3 weeks; c/o New Yorker Hotel, 8th Ave. at 34th St., New York, N.Y. Itinerary: Chicago, Philadelphia, Denver.

PAKISTAN—Fazl-i-Ahmad, Premier Cloth Mills, P.O. Box 43, Lyallpur, interested in technical information and joint venture proposals for **bakery for bread, other wheat products.** June 6 or 9 via New York City for 5-6 weeks; c/o James D. Snyder, International Baking Corp., 1317 F St., NW., Washington 4, D.C. Itinerary: New York, Washington. WTD 5/7/65.

SOMALI—Domenico Bocchiotti, representing A.M.E.C.O., P.O. Box 427, Mogadiscio, interested in purchasing and obtaining agencies for **tractors, agricultural motor equipment, and water well drilling equipment.** June 5 via New York City for 3 weeks; c/o Food & Machinery Corp., Peerless Pump Div., 301 West Ave. 26, Los Angeles, Calif. Itinerary: New York, Chicago, San Francisco, Los Angeles, others to be arranged. WTD 9/24/64.

SOUTH AFRICA—S. Green, Zenith Medical and Surgical Supplies, Medical Arts Bldg., Jeppe St., Johannesburg, interested in **surgical, medical, electro-medical and scientific and laboratory equipment** and requesting technical information. July 7 via Boston for 4 weeks; c/o Department of Commerce Field Offices on route. Itinerary: Boston, Washington, D.C., New York, Cincinnati. WTD 4/14/65.

O. J. Alexander, Pretoria Metal Industries Ltd., P.O. Box 1396, Pretoria, interested in contacting licensors and prospective licensors in **metal manufacturing field** and investigating joint ventures. June 2 via Philadelphia until June 23; c/o C. E. Williamson, Vice President, R. C. Mahon Co., P.O. Box 4666, Detroit, Mich. Itinerary: Philadelphia, Detroit, Columbus, Ohio. WTD 8/4/64.

E. S. Froman, Associated Druggists of South Africa, P.O. Box 11257, Johannesburg, interested in purchasing and securing agencies for **pharmaceuticals, cosmetics, and leather goods.** June 3 via New York City for 3 weeks; c/o Department of Commerce New York Field Office. WTD 5/24/65.

U.A.R.—Onnig G. Alixanian, P.O. Box 1558, Khan Khalil Basaar, Cairo, interested in selling **uncirculated Egyptian coins.** Early July via New York City for 2 months. Itinerary: New York, Chicago, Philadelphia, others to be arranged. WTD 5/27/65.

Significant Awards

INDIA—Agreement for construction, commissioning, and transfer of ownership on completion to Andhra Pradesh Government's State Electricity Board, of three-unit, 200-megawatt thermal **power generating station** at Ramagundam was signed on May 7 between Dr. Jayanti Dharma TEJA and State Electricity Board. According to terms of agreement, Dr. Teja must commission this station within 36 months or face payment of penalty of Rs. 10 million $2.1 million). Teja is to finance entire project estimated to cost about Rs. 168 million ($35.3 million) including foreign exchange component of Rs. 100 million ($21 million). Andhra Pradesh State Electricity Board to repay rupee cost in rupees in five instalments, and foreign exchange costs in dollars in twelve instalments, both at 5% interest, to Dr. Teja beginning one year after it has taken over control of completed thermal station.

SAUDI ARABIA—Minister of Defense and Civil Aviation Prince Sultan signed contract with Airways Engineering Corp., Washington, D.C., for completion of consulting engineering services on project to create **international airport** at Jidda and terminal building and related facilities at Riyadh Airport. Contract contemplates construction costs of about $35 million and completion of entire project in three years. Fee payable to Airways Engineering, as announced in local press, will total about $3 million for all three phases including supervision of construction. American architect Edward D. Stone has been retained for project. Minister of Defense announced international tenders for construction would be issued at completion of one-year period scheduled for feasibility studies and design work.

Future Construction

AUSTRALIA—(1 £ = $2.25) Australia has under construction total of 339 **major development projects** with estimated value, when complete, of £880 million. The £880 million figure does not include projects which are part of Snowy Mountains Hydro-Electric Scheme, which alone will represent investment of approximately £400 million when completed.

Projects, details of which are contained in latest edition of Department of National Development's biennial publication "Major Development Projects—Australia" ("MDP") are chiefly those of Commonwealth and State Governments.

Copy of this publication is available on request from The Secretary, Department of National Development, Box 10, G.P.O., Canberra, Australia. Single copy of "Major Development Projects" may be reviewed in office of Department's Trade Opportunities Staff, Room 4203, Department of Commerce, Washington, D.C. 20230.

Each separate project listing also provides information as to nature of work, cost, major contractors, and completion schedule.

BRAZIL—Electrical Service (Servico de Eletricidade of DNOCS (Departmento Nacional de Obras Contras as Secas) which operates four **generation and distribution networks** expected to produce 28.5 million kw/h in 1965 and 35 million kw/h in 1966, is planning following expansion: Oros—25,000 kv-a; Banabuiu—15,000 kv.-a.; Cocorobo—2,000 kv.-a.; and Brumado—12,000 kv.-a. Construction of **dam** on Piraguruca River in Ceara with capacity of k50,000 kw. also planned.

CANADA—Tenders will be called between June 15 and 30 for Vancouver International Airport's new $23-million **terminal complex,** scheduled for completion in 1968. Terminal will handle up to 15 aircraft simultaneously and serve as many as 800 passengers in any peak hour.

Cost of building originally estimated at $11.2 million. Last minute additions requested by airlines delayed tender call and increased cost to $15.5 million. New roads, taxiways, aircraft and car parking areas will cost remaining $7.5 million.

Write: Department of Transport, Regional Office, 739 West Hastings, Vancouver, B.C.

Federal Crown Corp., Atomic Energy of Canada, will build $100-million 250-megawatt **nuclear generating station** in Province of Quebec. Exact location has not been indicated. Provided that satisfactory progress is made on work now underway, actual construction may start towards the end of next year.

Reactor will be CANDU-BLW type reactor and will be somewhat different from CANDU installation at Douglas Point, Ontario. It will be fired by natural uranium, heavy water moderated, and cooled, by boiling light water.

When completed, station will be turned over to Hydro-Quebec for operation as part of its network. Even with development of the many potential hydro-electric projects there, Quebec Province will require additional electric power not later than 1985, according to Premier Jean Lesage.

EL SALVADOR—CEPA, autonomous Salvadoran Port Authority for port of Acajutla, has applied to Inter-American Development Bank for U.S. $3-million loan to help expand present **port facilities.** Included in project is construction of 360-meter finger pier paralleling existing wharf. Total cost of proposed expansion is over $6 million.

Acajutla, which was designed to handle 350,000 tons annually, moved approximately 292,000 tons during 1964, and its maximum capacity is expected to be fully utilized this year.

GERMANY—Plans have been announced for construction of **television broadcasting center** in West Berlin. Total cost estimated at $13 million. Construction will begin in July; project expected to be completed in late 1967.

Project will cover area of 20,000 square meters (215,200 square feet), 13,500 square meters of which will be built up. Planned are one studio of 800 square meters (8,618 square feet); two studios of 560 square meters (5,926 square feet); and two studios of 200 square meters (2,152 square feet). In addition, 13-story administrative building will be built on site. All facilities will be air-conditioned.

Television center will be built for *Sender Freies Berlin* (SFB), publicly owned radio and television system. Plans for project are being prepared by architect Robert Tepez, Heerstrasse 16, 1 Berlin 19.

Project expected to offer sales opportunities to suppliers of television equipment, lighting equipment, theater fixtures and air conditioning equipment.

Write: Bauamt Nord, Reichpietschufer 72, 1 Berlin 30.

MOZAMBIQUE—Sugar mill to be constructed in area of Manhica in Mozambique, which will have initial capacity of 40,000 tons per year and capacity to expand up to 60,000 tons. Mill will be operated by Marracuene Agricola Acucareira S.A.R.L. of Mozambique. Construction and equipping of mill will be financed by Industrial Development Corp. of South Africa which has provided credit of almost $7 million to *Banco de Fomento Nacional* for this purpose.

Plans for expansion of University of Mozambique were publicized as Governor-General of Mozambique opened first student dormitory at the University. The rector, who was in Lisbon at the time, said Portuguese Government had set aside $1.4 million for construction of other buildings and that new medical building, presently under construction, will be inaugurated next month.

SOUTH AFRICA—Laurence M. Gous, P.O. Box 92, Benoni, Transvaal, planning to construct **chain of motels** ranging from R150,000 to R300,000 each on outskirts of the following towns: Warmbaths, Kempton Park, Benoni in the Transvaal; Harrismith in Orange Free State; and Umhloti, Natal, about 50 miles from Durban.

First motel will be located at Warmbaths, north of Pretoria, and will include 50 rooms with adjoining sitting rooms which will cater for four people. Restaurant will be part of motel, and plan includes drive-in theatre. Other motels will be constructed on similar scale.

Rand Water Board has under consideration R49 million **water supply development program** to meet expanding requirements of Pretoria, Johannesburg, Witwatersrand, and Vereeniging. Proposed program would increase water supply by 115 million gallons per day, according to R. J. Laburn, the Rand Water Board's Chief Engineer.

It was estimated in 1959 that annual water supply would meet requirements of above area through 1965 at least, and possibly longer. However, demand has increased 10% to 15% more than anticipated.

Proposed program expected to meet water requirements until 1971. It will be carried out in two stages, with first stage including increase in pumping and distribution capacity by 75 million gallons to 305 million gallons per day. This would meet demand for water until 1968 or 1969.

Second stage would be designed to increase capacity by 40 million gallons to 345 million gallons per day. This is expected to meet water requirements until 1971. Average cost of water to consumers expected to increase two cents per gallon over next six years.

SYRIA—Government has appropriated £S2 million (£S2.19 = $1.00) for completion of **Aleppo Hospital and Medical School.** Total cost for completion, exclusive of equipment is £S5 million. Representatives of German, Swedish, Finnish and Czech firms respectively have surveyed site and reportedly are considering submitting package proposal to finance construction (to be undertaken by Syrian contractors) and to furnish medical equipment and supplies. Plans also include construction of smaller hospitals at four other locations. Offers for exclusive sale of medical equipment, however, are not being excluded. **Write:** Director of Health, Aleppo.

THAILAND—Prime Minister Thanom Kittikachorn recently inspected southern areas of Thailand. He stated, in connection with his visit to province of Phuket, Thailand would welcome construction there of **harbor** by private investment to handle 15,000-ton cargo ships. Facility is expected to cost around $12 million.

Phuket and adjacent provinces are rich in mineral and rubber resources and better roads, which are also being considered; good harbor will assist growth of these industries.

Write, with copy to U.S. Embassy, to Senior Lt. Pratheep Payomyong, Director General, Harbour Department, Talad Noi, New Rd., Bangkok, Thailand.

URUGUAY—Chamber of Deputies passed bill calling for completion of **railway bridge** across Rio Negro at Paso de las Piedras and extension of railway northward for some 100 kilometers which would bring it close to Brazilian border. Bill would authorize Executive Branch to invest up to 100,000,000 pesos (slightly over $2.5 million, parallel market rate) in project.

Hinterland towns which railway would connect are Paso de las Piedras, Turupi, Cuaro and Abrojal.

Project, first initiated in 1936, now passes to Senate for study.

VENEZUELA—Caracas municipal authorities have revived project for construction of **garbage incinerators** for capital metropolis. Estimated costs run to $8 million, of which about $5 million will be comprised of imported equipment and materials.

There has long been an interest in possibility of incinerating Caracas' garbage. Continual growth of city has created increasing problems from continued dumping of garbage in countryside for partial burning in piles. Municipality has now called, again, for bids to be submitted by June 25. Specifications have been drawn up by municipal engineers after studies of U.S. and European large-scale garbage incinerators.

While major contracts associated with these projects have already been let, possibilities appear to exist for sub-contracts and ancillary work, as well as for supply of necessary machinery and equipment.

FM radio equipment requested by Greece

The Director General of Procurements, Ministry of Trade, has issued invitation to tenders No. C/325/65 calling for various quantities of VHF FM mobile radio equipment for the Ministry of Public Security (G.D.A.P.) for use by the Athens City Police.

Wanted are 50 transistorized 30-watt vehicle mounted transceivers, 18 transistorized, 1 to 1.5 watt pocket-portable transceivers, 3.3 lbs maximum weight, two 100 watt base stations, complete with antenna, one audio generator, one frequency and modulation deviation meter, and one transistor tester.

The equipment must meet EIA standards, and samples of the transceivers must be submitted for testing and examination by their technicians.

Bid deadline is July 6, at the Offices of the State Purchases Directorate "C", 50 Socratous St., Athens.

Loan copies of the bid terms and conditions are available to firms located in the United States from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230, telephone 202-967-4036.

United Arab Republic to build railway bridge

Egypt's Ministry of Transportation invites bids to construct a single line railway bridge over the Nile River at Aosim.

Deadline is July 19 for bids on this contract which includes the construction, erection and painting of about 684 yards of steel railway bridge, including caissons, concrete foundations and substructures.

One copy of the tender's special specification and general conditions, minus the drawings, is available for review only, not for loan, in the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, Department of Commerce, Washington, D.C., or from The General Manager, Egyptian Railways, Cairo Station, Cairo, Egypt, U.A.R.

Italian Government plans underground facilities

The Italian Ministry of Foreign Affairs has announced project No. 88 calling for construction of undisclosed underground facilities.

Requests for bidding invitations must be received by the Ministero Difesa-Marina, Direzione Generale Genio Militare, Rome, by June 30.

A specially designated form, available from BDSA's Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230, must be submitted to the Italian Government at the time the request for bidding invitations is submitted.

Only U.S. firms eligible to participate in NATO international competitive bidding (certified eligible from security, professional and financial standpoints) may participate. Information about NATO-ICB may be obtained from the Trade Opportunities Staff.

Bids sought in Colombia for construction project

Colombia's Civil Works Construction Project for Guatape I, Nare Hydroelectric Development, includes both new construction and the remaining work on the 48.4 sq. yds. of cross sectional area in the access tunnel and in the Tailrace Tunnel that has a 42.6 sq. yds. of cross section.

The new construction includes an intake tower, a 3-mile long inlet pressure tunnel with a 19.7-sq. yds. cross section; a surge tank; a 0.6-mile long inclined pressure shaft with varying inside diameter from 3.4 yds. to 2.9 yds.; a powerhouse cavern 98.5 yds. long, and a 90.8-yard long transformer cavern with cross sections of 436.5 sq. yds. and 165 sq. yds. respectively.

Aug. 30 is the deadline to submit bids. Documents are available for $75 from Empresas Publicas de Medellin, Apartado Aereo No. 940, Medellin, Colombia.

SHAPE invites tenders for re-perforator tapes

The Supreme Headquarters Allied Powers Europe has issued two invitations to bid for teletype reperforator tapes and oscilloscopes. Closing deadline for the former is June 28, and July 12 for the latter.

Invitation No. 82-65 calls for 25,000 teletype reperforator tapes, 17 x 45 mm. wide; internal diameter: 50 mm. and 200 mm. external diameter. Bidders are requested to submit their sample together with their bid in the quality they propose to furnish. All bids should be mailed to Headquarters Command, Purchasing & Contracting Office, Supreme Headquarters Allied Powers Europe, SHAPE, Paris, France.

SHAPE Invitation 65-21 calls for the supply of 11 DC-25 Mc/S oscilloscopes according to SHAPE equipment specification. All bids should be mailed to Supreme Headquarters Allied Powers Europe, Purchasing and Contracting Office, ACE Communications, Electronics, Equipment, Communication and Electronics Division, Paris.

Copies of the invitation to bid, specifications and bidding forms are available to U.S. firms from BDSA's Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4674.)

Bids requested in Iraq for variety of products

Bids have been invited in Iraq for several items, including steel, bronze, chlorine dosing apparatus, bottles, cylinders and shoe findings.

Steel, bronze items

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, has asked for bids on Tender No. 65/PROD/3/4 with a July 6 deadline.

The tender covers 29 items of steel (wire, bars, strip) weighing about 11,650 kgs., and seven items of bronze (wire, strip, round Delta bronze) weighing about 1,450 kgs.

A copy of the tender documents may be obtained by firms located in the United States from the Iron and Steel Division, BDSA-6380, Department of Commerce, Washington, D.C. 20230.

Chlorine dosing apparatus

A tender including, but not limited to the following, is offered:

Fifty sets of chlorine dosing apparatus, six sets of portable chlorinators, 500 glass stoppered bottles, 100 graduated cylinders, 500 pipettes, 500 beakers, 100 sets of chloroscopes, 400 thermometers, 200 chlorine gas masks, 150 bottles of orthotolidine reagent, and 150 bottles of sodium arsenite solution.

The tender number is 21 and bid deadline is June 28. Bids should be submitted to Directorate of Municipal Affairs, Ministry of Municipal and Rural Affairs, Baghdad, Iraq.

Tender terms and specifications are available on loan to firms located in the United States from the Scientific, Photographic and Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939.)

Shoe findings

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, has issued tender No. 65/Prod/2/9, with a deadline of July 13, for the following: 4.5 million black boot eyelets, 5mm. holes; 750,000 black tubular boot rivets, 10mm. disc; and 8,000 one-half inch nickel buckles.

Tender documents are available from the Military Attache, Iraqui Embassy, Washington, D.C.

Shoe materials, finishes

The Government, through its Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, has issued two tenders for shoe parts and finishes.

Tender No. 65/Prod/2/3, with a bid deadline of July 13, calls for iron boot toe tips, round holes, 150,000 pairs; iron boot tips, square holes, 150,000 pairs; nails, mockscrew tip toe 5/8, to fit 2,500 kilos; cut tip heel nails 1 1/8 to fit 4,000 kilos. In percentages quantities are to be: 20% size 3, 30% size 3 1/8, 30% size 3 1/4, and 20% size 3 3/8.

Tender No. 65/Prod/2/8, with a bid deadline of July 13 calls for steel joints for boot making, 150,000 pairs; (acetone for treatment of boards, toepuffs) 8,500 kilos, board, toepuff quality BII, 12,000 square meters, compound coloring, edge, and heel polishable black, 500 kilos.

Copies of "General Conditions" of tenders must be attached to bids. Tenderers who have never contracted with the Ministry should furnish a report of their financial status approved by the Iraqi Military Atatche, Washington, D.C., with bids.

Copies of these tenders and terms are available on loan to firms located in the United States from RLAPD, BDSA-6290, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5103).

Bids invited by Turkey for laboratory equipment

Turkey is inviting bids for approximately 11,560 units including, but not limited to, the following items:

Polarimeter glass tubes, glass beakers and flasks, densimeters, baumemeters, saccharimeters, thermometers, alcoholmeters, funnels, glass rods, pipettes, and crucibles and capsules. Bid deadline is June 21. Bids should be submitted to Turkiye Seker Fabrikalari A.S., Ankara, Turkey.

Tender terms and specifications are available on loan to firms located in the United States from the Scientific, Photographic and Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939.)

Iraq to enlarge canal

The Republic of Iraq's Directorate General of Irrigation invites bids on dredging and enlarging the Diwaniyah Canal, Contract No. 7, in remodelling of the Hillah Canal Project.

Bids must be submitted by noon Aug. 15 to the above Directorate, Ministry of Agrarian Reform, Baghdad, with an accompanying deposit of $56,000 or an Iraqi bank guarantee.

The work will include enlarging the canal from kilometer 26 to 121 or a total of 3,270,000 cubic yards of the Diwaniyah Canal and excavation of about 65,400 cubic yards of new channels.

Terms and specifications are available from the above authority for $28 per set, plus air mail charges.

Lebanese firm seeks equipment for motel

A Lebanese firm is constructing a 188-room motel in Beirut. It is interested in quotations on various types of equipment for furnishing the motel, including laundry and kitchen equipment, individual refrigeration units for each room, and other appropriate equipment.

Contact B. Iskandar & Sons, Salameh Bldg., Chateaubriand St., Beirut. WTD 3/24/64. TM 12.

Port expansion project planned in Saudi Arabia

The Director General of Ports invites firms to register for participation in Jidda's major port expansion project estimated to cost about $22 million.

The project will include the pier construction, coral dredging and related port works, planned for early 1966, or before if possible, in order to eliminate present port congestion.

There is no closing date specified for registration, but interested companies are invited to submit at an early date their prequalification documents, and to request clarification of scope, and to be invited to tender when the specifications are completed and available. **Write:** Faysal Shuhayl, Director General of Ports, Ministry of Communicatione, Riyadh.

Denmark highway department to build suspension bridge

Denmark's Ministry of Public Works, Highway Department, invites bids on the supply and erection of steel superstructure for a suspension bridge across Lillebaelt.

The identification for this project is Contract 5 and 4 p.m., Sept. 13 is the deadline to forward sealed bids barked "Ny Lillebaeltsbro, Contract No. 5: Steel Superstructure for the Suspension Bridge" to The Committee for Establishment of a New Bridge Connection Across Lillebaelt, The Secretary, Vejdirektoratet, 7 Holmens Kanal, Copenhagen K.

Each tender is to be accompanied by the bidder's deposit as guarantee and security for acceptance of the contract in the amount of $145,000, submitted in a separate envelope marked "Depositum for tilbud pa ny Lillebaeltsbro, Contract No. 5: Steel Superstructure for the Suspension Bridge."

This invitation, besides the work, includes the following steel quantities: 4,000 to 5,000 tons of main cables and suspender cables and 14,000 to 15,000 tons of suspended steel structures.

Tender documents, drawings, specifications and conditions may be obtained for $725 from Chr. Ostenfeld & W. Jonson, Consulting Engineers, 8 Skjoldsgade, Copenhagen O. Deposits will be refunded if documents are returned in good condition within 2 weeks after tender date, or if no tender is submitted, refund shall be subject to the tender documents being returned before tender date and to notice given that no tender will be submitted.

The bids received will be opened at 10 a.m. Sept. 14 at Handvaerkerforeningen, 2, Dr. Tvaergade, Copenhagen K.

A copy of the tender notice is available on loan to interested firms in the United States from the Building Materials and Construction Industries Division, Room 4014, BDSA (6460), Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3601.)

Bids for Japan expressway invited by Government

International bidding is invited for "Kodan" by Japan's Highway Public Corp. for the construction works of "J" Project, a section of the Tokyo-Nagoya Expressway.

The work of "J" Project is from Aza Kaminishigawa, Oaza Nakajima, Shizuoka City to Aza Kawaguchitsubo, Oaza Oya, Shizuoka City, both in Shizuoka Prefecture and will include construction of cutting, embankment, bridges, underpass structures and other works, but not the pavement as the steel and Portland cement to be used for the work will be furnished by Kodan. Subletting of the major part of the work will not be permitted by Kodan.

Prequalification and/or bidders invitation should be submitted by 5 p.m. June 28 to the Contract Section, Procurement & Right of Way Department of the head office of the Kodan (No. 1, 1-chome, Shiba Tamura-cho, Minato-ku Tokyo, Tel. Tokyo, Tel. Tokyo (503) 0111).

A copy of the announcement outlining the construction project and instructions for prospective bidders located in the United States is available on loan from the Building Materials and Construction Industries Division, Room 4014, BDSA-6460, Department of Commerce, Washington, D. C. 20230. (Telephone: 202-967-3601.)

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Calendar *for international traders*

June

14—Washington Builders Congress Luncheon, Mayflower Hotel, **Washington, D.C.** Speaker, Roy Gootenberg, Director Trade Missions Division, Bureau of International Commerce, Department of Commerce.

14-16—American Management Association briefing session on "Doing Business in and with India." A.M.A. Headquarters, **New York.**

14-16—American Marketing Association World Congress on Marketing, New York Hilton, **New York.**

14-17—International Powder Metallurgy Conference and Technical Exhibition, Statler Hilton Hotel, **New York.** Sponsor: Metal Powder Industries Federation.

15—Hellenic American Chamber of Commerce luncheon, Metropolitan Club, **New York.** Speaker: Andrew F. Brimmer, Assistant Secretary for Economic Affairs.

15—Luncheon meeting. International Executives Association, Statler-Hilton Hotel, **New York.** Speaker: Arthur C. Rutzen, Director, New York Field Office.

15—Conference-consultations, Leon Finley and James Parks, members, U.S. Trade Mission to Taiwan/Thailand, Field Office **St. Louis.** Sponsors: REEC, World Trade Club, Chamber of Commerce.

15—Monthly meeting, Foreign Trade Bureau of Cedar Rapids Chamber of Commerce, dinner, Roosevelt Hotel, **Cedar Rapids, Iowa,** 6:30 P.M. Speaker: David E. Howland, Manager, Port of New York Trade Development Office, Chicago. Film showing, "Container and Cargo."

15—Foreign Credit Interchange Bureau Hardware-Automotive luncheon meeting, Advertising Club, 25 Park Ave., 12:30 P.M. **New York.**

15—South Florida REEC, regular monthly meeting, 12 Noon, **Coral Gables, Fla.**

16—Conference-consultations, Sidney Josephs, member, U.S. Trade Mission to Taiwan/Thailand, Field Office, **Cleveland.**

16—In-Office Export Finance and Insurance Seminar. Field Office, **San Francisco.**

16—Chicago-Midwest Credit Assn., LaSalle Hotel, **Chicago.**

16—Export Expansion Workshop, Field Office, Federal Reserve Bank Building, **Cleveland;** Luncheon, Hollenden House.

16—Conference-consultations, James Parks, member, U.S. Trade Mission to Taiwan/Thailand, Field Office, **Minneapolis.**

16—In-Office Workshop, "Making Export Contacts," Field Office, **Philadelphia.** Sponsors: Field Office, Department of Commerce; REEC.

17—Foreign Traders Association of Greater Philadelphia, Inc., and Philadelphia Regional Export Expansion ouncil, joint dinner meeting, 6 P.M., Sheraton Hotel, **Philadelphia.**

17—Foreign Credit Interchange Bureau Drug, Chemical and Food Export Club luncheon meeting, 12:15 P.M., Ben Franklin Hall, Advertising Club, 103 East 35th St., **New York.**

17—In-Office Export Workshop, Field Office, **Chicago.**

17—"Profits in Export" Luncheon Meeting, National Notions Assn., Sheraton-Atlantic Hotel, **New York.**

17—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

18—Export Workshop, Field Office, **Cincinnati.** Sponsors: Field Office, Department of Commerce; REEC.

21—Outdoor Power Equipment Institute, 13th annual meeting, the Greenbrier, **White Sulphur Springs, W. Va.** Speaker: James F. Collins, Deputy Administrator, Bureau and Defense Services Administration.

22—"Show-You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC, World Trade Club.

22—Businesmen's consultation with members of U.S. Trade Mission to Kuwait, Iraq and Lebanon, St. Regis Hotel, **New York.** Sponsors: American-Arab Assn. of Commerce and Industry; Field Office, Department of Commerce.

22—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

22—"First Step" Export Workshop, Chamber of Commerce, **Forrest City, Ark.** Sponsors: Forrest City Chamber of Commerce; Field Office, Department of Commmerce.

23—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Boy's Apparel and Accessories Assn.; Field Office, Department of Commerce.

23—In-Office Export Conference, Field Office, **Minneapolis.** Sponsors: Field Office, Department of Commerce; REEC.

25—Conference-consultations. Arthur Noble, member, U.S. Trade Mission to Taiwan/Thailand, Field Office, **New Orleans.**

25—In-Office Export Expansion Seminar, Field Office, **Los Angeles.**

29—Virginia Association of Insurance Agents, Cavalier Hotel, **Virginia Beach, Va.** Speaker: Alexander B. Trowbridge, Assistant Secretary for Domestic and International Business.

29—In-Office Export Conference, 10:30 A.M., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

30—In-Office Export Seminar, Field Office, **San Francisco.**

July

8—In-Office Export Workshop, Field Office, **Chicago.**

14—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

19-30—Foreign Trade Export-Import Institute, University of Rhode Island, **Kingston, R.I.** Sponsor: Management Sciences Institute.

23—Export Workshop, Chamber of Commerce, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

23—Export Workshop, Field Office, **Cincinnati.** Sponsors: Field Office, REEC.

29—In-Office Export Workshop, Field Office, **Chicago.**

August

17—In-Office Export Workshop, Field Office, **Chicago.**

17—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

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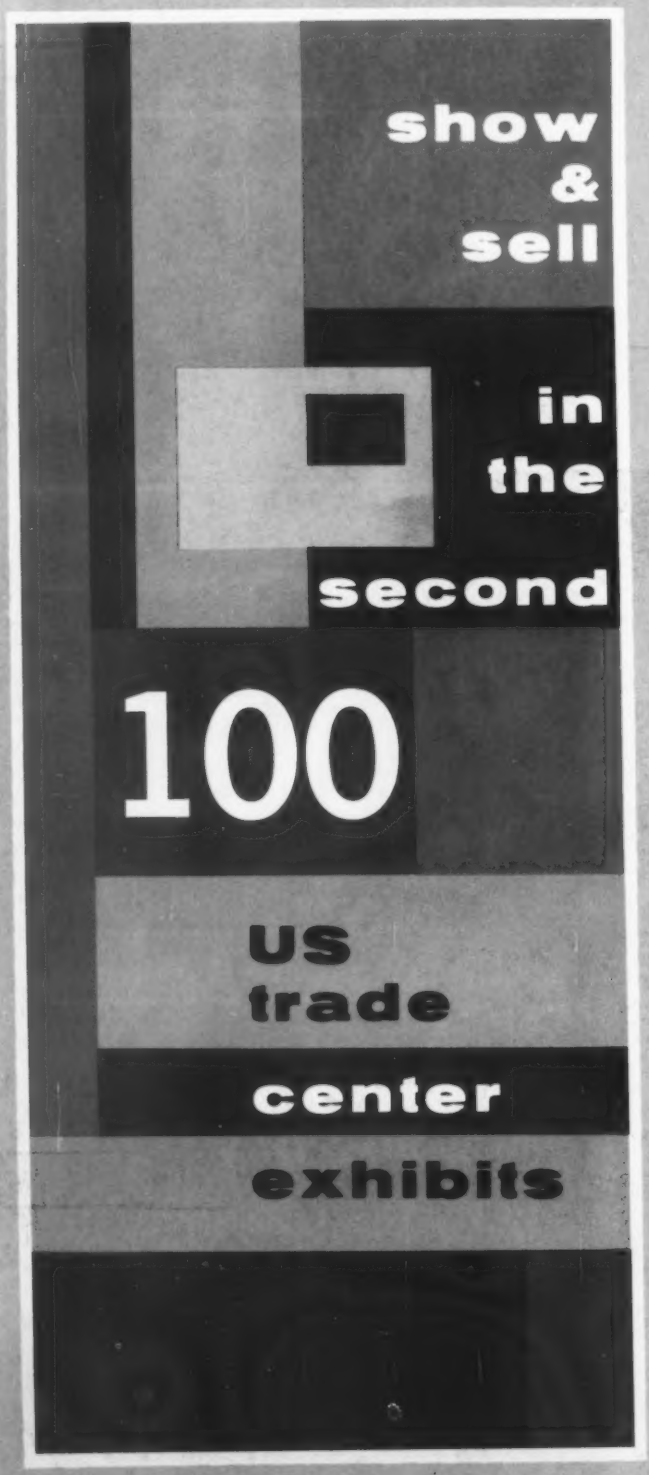

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